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Britain's trade imbalance with EEC widens to £1.6bn

BY LORNE BARLING

THE UK's trade deficit with the European Community in the vital area of manufactured goods worsened by nearly £1bn last year, bringing the overall imbalance to £1.6bn.

Although Britain's exports of manufactured goods to the EEC rose by 14 per cent during the year, the flow in the other direction increased by 23 per cent, according to figures from the Department of Trade.

The most alarming increase in imports was in machinery and transport equipment, which rose by £587m to a total of £1.2bn, with nearly two-thirds of the deterioration in road vehicles.

The deficits on trade in chemicals, textiles, and paper products all increased during the year, while there were adverse movements in electrical and non-electrical machinery.

The UK's crude deficit with the EEC in food and live animals declined in 1978 by £135m to £1.3bn, resulting from a 37 per cent increase in exports and a 5 per cent increase in imports.

The biggest improvement was in cereals, particularly barley, where both harvests in 1977 and 1978 enabled Britain to reduce imports and increase exports.

Overall, the UK had a visible trade deficit of £2.35bn in 1978 with the eight other EEC countries, a worsening of £514m compared with the previous year.

In spite of this, the value of exports was 86 per cent of the value of imports, a proportion which, with the exception of the 87 per cent in 1977, was the highest since 1971.

This improvement reflects the fact that the volume of trade with the EEC has built up rapidly over recent years, and the size of the deficit, though large, is proportionately less than it has been in the past.

The 17 per cent increase in British imports from the Community, the Department of Trade says, reflects in part the effects of the pick-up in economic activity in the UK.

Japan's UK car share may fall

By Kenneth Gooding, Motor Industry Correspondent

THE JAPANESE share of the UK new car market should drop below 9 per cent this year against nearly 11 per cent in 1978 because of a change in the formula being used voluntarily to restrict shipments.

The importers have been told that shipments in 1979 will be related to actual sales in 1977 when 140,415 Japanese cars were registered in Britain.

If, as expected, the UK market holds steady at around 1.58m new cars this year, the Japanese share would shrink to around 8.8 per cent.

Last year the Japanese based their voluntary restrictions on 1977 shipments, not sales. This enabled some importers, notably the company importing Datsun cars, to notch up considerable sales increases in spite of the curbs.

Datsun seems likely to suffer most now the formula has been altered. Already in the first four months of 1979 its sales have dropped from 42,077 to 33,663 and its market share from nearly 7 per cent to 5.28 per cent.

There is little joy for the Japanese newcomers to the UK: Subaru, Daihatsu and Suzuki who have been told their shipment allocation this year is no more than 5,000 between them.

Toyota has announced an agreement with seven Western companies to almost double its imports of cars this year to 59m. Toyota has clinched one-year import deals with manufacturers from the U.S., Britain, France and Austria under which it will buy headlamps, tyres, seat fabrics and safety belts.

TOKYO ROUND REVIEW

Third World obstruction feared

BY BRJ. KHINDARIA IN GENEVA

THE THIRD World may jeopardise the process of international trade liberalisation if it decides to hold out for more concessions as a result of a review of the Tokyo Round package currently being undertaken at the United Nations Conference on Trade and Development.

The six-week UNCTAD conference, being held in Manila, closes in June.

The concern is that if the developing nations decide the Tokyo Round package does not meet their needs, most may refuse to sign it.

If this happens the agreements would be applied only by the signatory nations, which are mainly industrialised countries.

A senior trade official in Geneva thinks that developing country refusal to sign the package will cause "a debacle" which will take the world further away from free trade.

The poor nations cannot expect a better deal because of the economic troubles facing the richer countries, and if these troubles worsen they will lose a major opportunity to improve world trading conditions in their favour.

The package includes several bilateral agreements to cut tariff levels and a series of separate codes of conduct to remove non-tariff barriers to trade.

The Third World has in the past been allowed to violate almost all the rules of the General Agreement on Tariffs and Trade (GATT) because of its need for help to promote economic development, a Western official said.

But the time has now come for certain developing countries to "participate more fully" in the world's trading system by giving up privileges obtained earlier as their exports begin to compete more successfully against products from industrial countries.

The treatment given to developing countries in the past was similar to that given to children. They were allowed to ignore GATT rules because of their weakness. But they are now growing to be adults and must take on more responsibilities," the official added.

The main requirement of developing countries is that they agree to "bind" their tariff rates. This means that these countries would pledge not to raise existing import tariffs without prior consultation and adequate explanation.

Developing countries have traditionally resorted to high tariff walls, compared with an average level of less than 10 per cent applied by most industrialised nations, to protect their manufacturing industries against competition from foreign products.

In the past certain developing countries have, without warning, doubled or trebled tariff levels on certain products as temporary measures to protect ailing home industries. But because of their developing country status, they have had no obligation to restore lower levels quickly.

under international surveillance. In addition these countries have enjoyed special and privileged treatment in their relations with developed nations. This has usually taken the form of exceptions from internationally agreed rules applied among themselves by the industrialised countries.

The developing countries are now being asked not to raise tariff rates above existing levels and to reduce these levels in sectors in which they become efficient as producers and exporters such as textiles, clothing, footwear, ceramics, forest products, and certain processed foods.

Certain industrial nations, such as the U.S. and the Common Market, have added clout to these demands by making new concessions conditional on acceptance by the developing countries of at least the principle of such gradual reduction of trade barriers against rich country products.

Developing countries oppose such reciprocity. They have delayed conclusion of the Tokyo Round package to allow more time for a

thorough evaluation by their Government, among other things, of how far the package goes towards making reciprocity a permanent feature of trade among rich and poor countries.

Differences have emerged among the Third World countries over how the package should be evaluated.

Asia, which includes some of the most successful exporters to the West, such as Singapore, Hong Kong and Taiwan, is taking a tough stand in order to obtain greater access to Western markets and preventing safeguard import curbs.

Many developing country representatives think that GATT, under Mr. Olivier Long, its current Director General, has not shown enough concern for their economic development and trade needs. It has instead acted as a club for settling trade problems among the industrialised countries.

They argue that developing countries should have been given a major role in the Tokyo Round negotiations from the start, instead of being included only after the Big Three—the U.S., Japan and the Common Market had reached understandings.

The UNCTAD Secretariat, in which Third World nations are relying increasingly for advice, has set the tone for the discussions in Manila by sharply criticising the Tokyo Round package as agreed so far.

Alarmed at the rise of protectionism UNCTAD officials have warned developing countries against allowing the current international trading and monetary systems to continue unchanged. They urge far-reaching changes in the structure of international financial institutions, such as the World Bank, to reflect the rising importance of developing countries and to take more account of their needs.

U.S. talks tough on export credit

BY DAVID BUCHAN IN WASHINGTON

THE U.S. is taking action aimed at getting major trading countries in the EEC and Japan to strengthen the 1975 gentlemen's agreement "that seeks to limit cut-throat export credit competition."

Mr. H. K. Allen, Vice Chairman of the U.S. Export-Import Bank, said in a speech here last week "it is time to take off the gloves. And we have done so."

He said the Ex-Im bank had in the last six months offered 50 per cent of its loans below its standard scale of interest rates. The U.S., he continued,

was prepared to match any credit terms offered by other major exporting countries to get into difficult markets like West Africa and South East Asia. The Ex-Im Bank is also preparing to extend its usual 12 year repayment period that France and West Germany are offering on credit for the European A-300 Airbus.

Significantly, though the Ex-Im Bank is baring its fists with President Carter's express approval none of these moves have or would violate the so-called gentlemen's agreement

reached between the U.S., Canada, Britain, France, Germany, Italy and Japan in 1975. Aircraft sales are specifically excluded from the agreement, which also allows signatories to match terms offered by any one country among them.

The longstanding U.S. complaint has been, as Mr. Allen put it, that the agreement is "not broad or tough enough."

The immediate significance of his remarks is that further talks on renewing and/or strengthening the credit agreement are to take place between the seven countries in Paris between May 21 and 23.

Hungary and NCB in coal study

By John Lloyd

COAL Processing Consultants, a division of the National Coal Board, has signed a contract with the Hungarian Geological and Mining Corporation for a study on the potential applications of Hungarian coal in power generation, gasification and chemicals production.

The worth of the contract has not been disclosed, but it is understood that it is in the order of £500,000.

The study is being seen as the first of a joint co-operation package, which could lead to significant opportunities for UK manufacturing industry, especially in the gasification and chemicals equipment sector, and possibly even in coal-fired power plant.

The Consultants will be co-operating, during the initial stages of the study, with several UK companies including Babcock and Wilcox and Foster Wheeler.

The Hungarian Coal Mines Trust already has a technical exchange agreement with the NCB on coal mining operations, which the current contract will complement.

SHIPPING REPORT Dry bulk rates rise

BY IAN HARGREAVES

SEASONAL FACTORS, assisted by the gradual trend back towards equilibrium of supply and demand, made last week one of the best for some time for owners of dry bulk carriers.

Time-charter rates rose daily in both the Atlantic and Far East and ended the week over 20 per cent higher than at the same point of last month for certain types of tonnage.

A typical fixture was that of a 53,245 dwt carrier at \$12,750 a day for a trip from the Continent to Korea, via the U.S. There were similar rises in spot

rates for the movement of grain and ores.

According to broker Galbraith Wrightson, all major grain houses are actively seeking tonnage for charter and this reflects transport users' expectations that spot rates will continue to improve.

In tanker markets, owners were in a weaker position. Uncertainty among charterers as to exactly how and where they can obtain supplies is causing brief but steep fluctuations in tanker rates.

World Economic Indicators

	INDUSTRIAL PRODUCTION				Index base year
	Mar. 79	Feb. 79	Jan. 79	Mar. 78	
W. Germany	119.4	115.8	107.1	115.8	+ 3.1 1970=100
U.S.	152.2	151.0	150.8	134.6	+13.0 1967=100
UK	Feb. 79	Jan. 79	Dec. 78	Feb. 78	
UK	110.4	103.0	111.2	107.3	+ 2.9 1975=100
Holland	118.0	117.0	125.0	116.0	+ 1.7 1967=100
France	130.0	132.0	132.0	127.0	+ 2.0 1970=100
Italy	131.1	130.9	118.4	121.2	+ 8.2 1970=100
Japan	127.4	127.6	127.5	119.4	+ 6.7 1975=100
Soviet Union	Jan. 79	Dec. 78	Nov. 78	Jan. 78	
Soviet Union	97.6	114.3	125.3	104.6	- 9.0 1970=100

LLOYD'S LIST

Liverpool pay claim goes

Insurance code needs reviewing

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Heavier lorries 'would reduce costs by 33 1/3 %'

By IAN HARGREAVES, TRANSPORT CORRESPONDENT

INDUSTRY'S transport costs would be reduced by a third and payload increased by 33 per cent if the maximum permitted weight of lorries in the UK was raised from 32 tons gross to 40 or 44 tons.

This is argued in a paper from the Freight Transport Association, which says that the new generation of lorries need not be any larger than existing vehicles and they would be neither less safe nor more environmentally disruptive.

Copies of the paper have gone to Mr. Norman Fowler, Minister of Transport, who will face pressure from other Common Market Countries this year for a more positive response to an EEC Commission compromise formula on heavier lorries.

The formula proposes a top weight of 44 tonnes, but seeks to keep axle weights, which are generally accepted to be the critical factor in determining road damage, at existing British limits.

Mr. William Rodgers, Trans-

port Secretary in the last Government, did not respond to the Commission, but just before the election he promised a committee of inquiry into the weights issue. Mr. Fowler is likely to go ahead with this.

Flexibility

The case for the higher limit is that the increase in payload would reduce the number of lorries necessary and offer hauliers greater flexibility in arranging loads by building in an extra axle and so spreading the axle weight.

In particular, a 44-tonne limit would allow hauliers to carry fully loaded 40-foot containers now standard in deep-sea shipping. At present, such containers have to be partially unloaded before setting out on British roads.

This means, the paper says, that containers loaded in Britain for a long journey are often filled to below capacity simply because of the road journey to port.

Even with a 40-tonne limit, a 33 per cent increase in effective payload could be achieved, reducing a 33 per cent reduction in the cost of the movement of some boxes of the movement.

The paper says that the new generation of heavier vehicles will be safer with superior braking and stability.

Analysing government road damage figures, it says that although 40-tonners have a higher damaging effect than 32-tonners, damage per tonne carried and therefore aggregate road wear would be less with the heavier vehicles.

In spite of the productivity gains of higher weight limits, however, the association does not expect the proposed change to adversely affect rail freight. Lower lorry costs would not allow hauliers to compete with rail on long trunk movements of bulk goods, which accounts for most of the rail business.

The case for the heavier lorry: FTA, Hermes House, Tunbridge Wells, Kent TN11 5UZ.

North Sea oil output hit by repair work

By Kevin Done, Energy Correspondent

NORTH SEA oil production dropped in March by more than 11 per cent.

The fall was largely due to maintenance and repair work in the Forties Field, the most productive in the North Sea.

UK oil production in March averaged 1.3m barrels a day, compared with February's record 1.5m.

Production should start climbing again this month, however, following the commissioning of the main platform in the Ninian Field, which is adding about 77,000 b/d to North Sea output.

Total production in March was 5.5m tonnes, 103,483 tonnes less than in February.

The EEC is to invest up to £63m over the next five years in research and development of alternative energy sources, chiefly geothermal and solar energy and the gasification and liquefaction of coal.

The expenditure was approved at the last meeting of the Council of Energy Ministers and the Commission has now begun to negotiate contracts with individual companies in EEC member states.

Under a related scheme the EEC is to spend up to £36m to help fund demonstration projects in energy saving.

The British Gas Corporation plans to spend about £500m over the next five years on offshore projects on the UK Continental shelf. According to Sir Denis Rooke, the chairman, a further £380m would be invested in work onshore.

Supermarket credit cards start today

By Our Consumer Affairs Correspondent

THE FIRST national supermarket chain to offer a credit card for food purchases, International Stores, the BAT Industries retailing subsidiary, starts today.

The cards, to be available in all the company's superstores, are likely to be in full use by the end of the month. They will be called the "Big I" credit card. The "Big I" is the symbol of International superstores.

There will be 23 superstores in operation within two years.

The scheme will be financed and administered by Barclaycard, the retailer's credit card arm of Barclays. The interest rate will be fixed at 2 per cent a month.

Most other major supermarket companies plan credit card schemes in the next few months. Some retailers, notably Marks and Spencer, have successfully introduced credit card facilities.

Retail sales level expected to rise

By DAVID FREUD

THE EXTENT of the spring pick-up in retail sales should be disclosed today when April's provisional estimates are published by the Trade Department.

The level of sales fell significantly in the winter under the impact of the bad weather and industrial disputes, after steady growth in 1978.

However, many stores are now reporting buoyant sales for the past eight weeks. These are expected to be reflected for the first time in today's figures.

The figures may also give an indication as to how much this recovery reflects renewed consumer confidence as opposed to just catching up after the winter.

The industrial production index on Friday—covering March—will also be studied closely for signs of recovery in the economy.

The winter disruption meant that the index fell by 7.4 per cent in January, followed by a 7.3 per cent gain in February. So the March figure will be the first in 1979 when a clear trend may be seen.

Earnings total

Thursday's money supply figures are expected to show a monthly expansion in sterling M3 of about 1.5 per cent, following last week's banking statistics.

This week's statistics also include the average earnings figures—on Wednesday—and a more detailed breakdown of consumers' expenditure in the first quarter—on Thursday.

The trade figures, due on Wednesday, will not be published for the third month running due to industrial action by civil servants.

COMPANY NOTICES

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US\$50,000,000—1977-1978
NOTICE TO SHAREHOLDERS
The Commission of European Communities hereby invites the holders of the above mentioned loan that the US\$50,000,000 loan for the reconstruction of June 15, 1978, will be repaid to the Commission of European Communities on June 15, 1979. The Commission of European Communities will not take place. The Commission of European Communities will not take place. The Commission of European Communities will not take place.

TO THE SHAREHOLDERS OF GRANGES AKTIEBOLAG
The Annual General Meeting of the Company will be held on 1st June, 1979 at 2.00 p.m. at the Industrial Palace, Sveavägen 19, Stockholm.

AGENDA
In addition to matters prescribed by the Swedish Companies Act and by the Company's Articles of Association, the following will be presented for consideration by the meeting:
1. To present the Annual Report and Accounts and the Auditors' Report and the Auditors' Report on the Group;
2. To receive the Consolidated Accounts and the Auditors' Report on the Group;
3. To approve the Profit and Loss Statement and the Balance Sheet;
4. To approve the Consolidated Profit and Loss Statement and the Consolidated Balance Sheet;
5. To determine the appropriation of the profits provided the Balance Sheet is approved;
6. To discharge the Directors and Managing Director from liability;
7. To elect Directors and Deputy Directors;
8. To elect Auditors and Deputy Auditors;
9. To propose an amendment to the Articles of Association, if necessary, to the effect that the Directors' term of office be reduced from three years to one year.

ATTENDANCE AT THE MEETING
In order to be present at the Meeting a shareholder must intimate (in writing or by telephone) his intention to be so present at 2.00 p.m. on 28th May, 1979. Furthermore, a shareholder who wishes to attend the Meeting must be registered in the shareholders' register of the Swedish Companies Register Centre (Vardagsregistrationscentralen) at least 14 days before the Meeting, i.e. not later than 22nd May, 1979.

CONTRACTS AND TENDERS

ELECTRICITY GENERATING AUTHORITY OF THAILAND
KHAO LAEM MULTIPURPOSE PROJECT
Invitation for Bids No. EGAT-KL-73 for Civil Works
Sealed bids are invited for the construction and completion of a rockfill dam with concrete face slab and Power House and appurtenant structures of Khao Laem Multipurpose Project according to Invitation for Bids No. EGAT-KL-73 which will be publicly opened on Monday, 3rd September, 1979.
Principal features of the work include one Diversion Channel 30 metres wide and 2,600 metres long, one Diversion Tunnel 6 metres diameter and 337 metres long, one 80 metres high Rockfill Dam of 8,000,000 cubic metres volume with concrete face slab, Power Intake Structure, Concrete Power House to accommodate 3 units of 100 MW each, and other appurtenant facilities.
Bidding Documents can be examined and purchased as from Monday, 4th June, 1979, at US\$ 300 or Baht 6,000 for the first set and US\$ 100 or Baht 2,000 per set of additional copies from Foreign Procurement Section, Supply and Procurement Department, Electricity Generating Authority of Thailand, Nonthaburi, Thailand, or Snowy Mountains Engineering Corporation, Cooma North, NSW 2630, Australia.
Only bids from firms or joint ventures of member countries of the International Bank for Reconstruction and Development and Switzerland will be considered.
ELECTRICITY GENERATING AUTHORITY OF THAILAND
1st May, 1979.

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W. E. REEVE, Deputy Secretary,
50 Fishery Square, Suite 1100,
May 14, 1979.

THE NATIONAL BANK OF AUSTRALIA LTD.
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NOTICE IS GIVEN THAT the Register of Members and Transfer Books of the Company will be closed on Friday, 25th May, 1979, for one day only, for the purpose of the payment of the 1978 dividend on 14th June, 1979. Transfers made on or after 14th June, 1979, will not be effective until after 5 p.m. on 25th May, 1979.
By order of the Board of Directors,
D. S. HICK, Secretary.

THE BANK OF ADELAIDE
The Bank of Adelaide's Transfer Books will close for dividends at 5 p.m. on 25th May 1979 and will re-open at 10 a.m. on 28th May 1979.
By Order of the Board,
G. R. CLIFFORD, General Manager.

OBITUARY
ALLAN—Sudden and peacefully at North Berwick, ALLAN, CSE, FRIC, Formerly Chairman of the Board of Directors of Midland Bank and of Wiggins Teape, Alex Pirie and Darrford Paper Mills, Chairman of Aberdeen Steam Navigation Company and Director of Burns and Laird, Deputy Chairman White Fish Authority, Director of Home Film Production, Ministry of Supply, President Aberdeen Chamber of Commerce, Chairman, Technical Section, Paper Makers' Association, Chartered 1st Class Royal Order of Merit, Deputy Lord Mayor of Andrew Allan, Montpelier Lodge, Montpelier Grove, Chesham.

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UK NEWS-LABOUR

Clerical staff may step up action

POST OFFICE telecommunications clerical staff yesterday decided to step up their industrial action over pay if necessary to obtain a settlement based on the recent Civil Service deal which gave average rises of 25 per cent. All six unions, representing 200,000 telecommunications staff, are pressing for a meeting with Sir William Barlow, Post Office chairman, to discuss their dispute. Selective strikes by clerical and computer staff have halted the issue of all computer processed telephone bills for five weeks and are affecting the availability of telephone equipment.

Power manual workers may reject 15% offer

A BALLOT RESULT to be declared today is expected to confirm that 90,000 electricity supply manual workers have rejected a pay offer worth 9 per cent on basic rates but 15 per cent on earnings. Shop stewards predict a heavy vote against the offer, which union officials have told members is the best available in present circumstances. If it is rejected, the Electricity Council will reconsider the position. One factor to take into account will be the extent to which the offer has met opposition because of complaints that it perpetuates a complicated pay structure.

Dunlop workers in new bid to save Speke jobs

TRADE UNIONISTS in Britain and on the Continent will take industrial action today in what could be the final bid to save some of the 2,900 jobs lost last month when the Dunlop company closed its tyre plant at Speke, Liverpool. Senior management are to meet union officials and convenors in London today at the union's request for further talks on the possibility of reopening at least part of the factory to prevent production being moved to Scotland. Although total strike action has been ruled out, workers at other Dunlop plants in Britain are to take industrial action in support of the Speke action committee and Dunlop-Finch employees in France, Italy, Spain and Portugal are to give support.

Engineers point out Europe's key issues

MEMBERS OF the new directly elected European Parliament must be kept informed about the problems and aspirations of the engineering industry, Mr. Anthony Frodsham, director general of the Engineering Employers' Federation, says in a booklet published today. The federation has produced the booklet - The European Community: Some Key Issues for British Engineering - to help member companies focus on the importance of the industry of EEC decisions. Key areas, says the federation, are employee participation, working conditions, product liability, public purchasing, state aid and technical harmonisation. Although the British people voted in favour of continued EEC membership four years ago, says Mr. Frodsham, the flow of propaganda both for and against membership has continued unabated. "The result is that many British people are confused about Europe, not truly appreciating that the European Community is a reality of which we are a part."

No-strike agreement renewed

A NO-STRIKE agreement has been renewed between the management of the Tyne Ship Repair group, Britain's largest ship repairer, and its 3,500-strong workforce. Mr. Eric Butler, chief executive of the company, which is a member of British Shipbuilders, said yesterday that in return for the no-strike agreement, the permanent employees were guaranteed work until the end of 1979. "There will be no compulsory redundancies," he said. The extension of the agreement to the end of this year covers all the group's six yards on the Tyne; its forerunner, signed in March last year, has been a key part of the group's attempts to get work from abroad. "The guarantee of uninterrupted and efficient working which we have been able to give our customers both here and abroad has had a marked effect on our ability to secure a high volume of work in recent months," Mr. Butler said. Turnover was significantly up as a result, and was now more than £40m a year. Turnover from foreign customers had doubled and the company had won a number of significant contracts for technically advanced conversions.

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GUILDFORD Woodbridge Road, Guildford, Surrey. Tel. 69231. 1977 Oct. Rolls-Royce Silver Shadow II finished in Arch Green.

TORQUAY Lisburne Square, Torquay. Tel. (0803) 24321. 1976 Jan. Rolls-Royce Corniche 2-door Saloon finished in Silver Chalice.

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RENAULT 30-TS AUTOMATIC AUDI 100 GL-5E. 1977 (February). Azura blue with blue cloth interior.

Byatts Jaguar/Daimler Distributors in North Staffordshire. Jaguar/Daimler Series II.

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NORMANS CITROEN EXPORT TAX FREE PERSONAL EXPORT AND DIPLOMATIC AND SALES ON ALL 1979 MODELS.

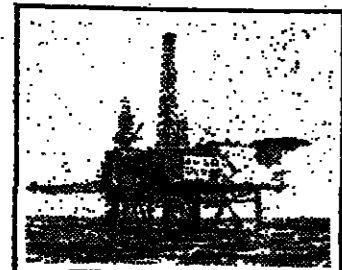
Week in Parliament

TOMORROW
 State Opening of Parliament, 11.30 am.
 Opening of the debate on the Queen's Speech in the Commons, 2.30 pm.

WEDNESDAY
 Commons—Queen's speech debate.
 Lords—Queen's Speech, debate, economic affairs.

THURSDAY
 Commons—Queen's speech debate.
 Lords—Queen's speech debate, home affairs.

FRIDAY
 Commons—Queen's speech debate.



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Highland Region Development

BUSINESSMAN'S DIARY

UK TRADE FAIRS AND EXHIBITIONS

Date	Title	Venue
Current	Antiques Fair (04868 22562) (until May 19)	Pavilion Gardens, Buxton
Current	National Meat Trades Fair (01-637 2400) (until May 16)	Exhibition Centre, Harrogate
Current	Sunday Times Business to Business Exbn. (01-407 4046) (until May 16)	Earls Court Hotel, Leofric
May 15-17	Coventry Engineering Exhibition (0203 51777) The All-Electronics/Seminex Show (Saffron Walden 25612)	Assembly Rooms, Edinburgh Brighton Marina Olympia
May 18-20	Boat Show (0322 54511)	Connaught Rooms, WC2
May 20-24	London Furniture Show (01-385 1200)	Olympia
May 21-24	International Pulp, Paper and Board Machinery Exhibition and Conference (01-408 2104)	Royal Hospital, Chelsea
May 21-24	London Building Products and Services Exhibition (01-540 1101)	Bingley Hall, Birmingham
May 22-25	Chelsea Flower Show (01-334 4333)	Earls Court
May 23-26	The Midlands Breadboard 79 (0522 4671)	
May 23-June 10	USSR National Exhibition (01-637 2400)	

OVERSEAS TRADE FAIRS AND EXHIBITIONS

Date	Title	Venue
May 15-18	SI/TEV—Automotive Original Equipment and Components Exhibition (01-325 7000)	Geneva
May 14-19	International Surface Treatment and Industrial Finishing Exhibition (01-439 3964)	Paris
May 19-23	International Accessory, Machinery and Materials Fair for Furniture Production (01-409 0956)	Cologne
May 20-22	Tennis and Active Sports Show	Dallas
May 21-25	British Machine Tools Exhibition and Seminar (01-215 7877)	Seoul
May 23-29	International Trade Fair for Machinery and Equipment for the Wood Industries (01-651 2191)	Hanover
May 28-June 1	World Inland Waterways and Ports Development Exhibition (St. Albans 53213)	Strasbourg Peking
June 6-16	All-British Energy Exhibition (021-705 6707)	
June 8-July 1	International Transport Exhibition (IVA 79) (02013 4450)	Hamburg Dusseldorf
June 9-15	International Foundry Fair (01-409 0956)	
June 9-17	33rd International Aeronautics and Space Exhibition (01-439 3964)	Paris Poznan Copenhagen
June 10-19	International Technical Goods Fair (01-215 7577)	
June 16-20	Advanced Communications Exbn. and Conference	
June 16-22	International Exbn. and Congress for Metallurgical Equipment and Technology (01-409 0956)	Dusseldorf Frankfurt
June 17-23	Chemical Engineering Exhibition and Congress	

BUSINESS AND MANAGEMENT CONFERENCES

Date	Title	Venue
Current	Brunei Management: Organizing Effectively (Uxbridge 56481) (until May 15)	Uxbridge
Current	IPM: Selecting the Right Candidate (01-387 2844) (until May 18)	Whites Hotel, W2
Current	ICMA: Marketing and the Management Accountant (01-637 2311) (until May 18)	The Crown Hotel, Harrogate
May 15	Conference Connection: Don't Retire-Regenerate (01-727 0531)	Cavendish Conference Centre Europa Hotel, W1
May 15	CCC: Partnership Taxation (01-222 6362)	
May 15	National Materials Handling Centre: Urban Distribution—Strategy for the future (Bedford 750323)	Newgate St, EC1 Birdcage Walk, SW1
May 15-16	IMEE: Cooling with Sea Water (01-222 7899)	Tower Hotel, E1
May 16	RRG: Captive Insurance Companies 1979 (01-236 2175)	Falaise Hall, Hastings
May 16	Institute of Management Services: Word Processing in Local Government (01-363 7452)	Kensington Palace Hotel, W8
May 16	DMRA: Qualitative Techniques in Industrial Market Research (Lichfield 23448)	Piccadilly Hotel, W1
May 16	ASM: Current Cost Accounting—The Proposed New Standard (01-355 1992)	Excelsior Hotel, Paisley
May 16	The Institution of Production Engineers: Minis and Micros in Manufacturing (01-379 8411)	Royal Lancaster Hotel, W2 Sheraton Park Tower Hotel, SW1
May 17	Oyez—IBC—Successful Retention of Title Clauses—Rompala and After (01-242 2481)	Manchester Business School
May 17-18	Eurotech: Office Design, Layout Landscaping and Equipment (0252 313065)	Cafe Royal, W1
May 17	Inbucon: Productivity Measurement in the 1980s (01-353 3651)	Heaton Mount, Bradford
May 17	CAPT: Profitability in the Hotel and Catering Industry (01-350 7179)	Lucerne
May 20-25	University of Bradford Management Centre: Product Management (Bradford 42299)	Hilton Hotel, W1 Whites Hotel, W2
May 20-26	IOD/Tavistock Institute: International Workshop—Rethinking and Planning for Organizational Effectiveness (01-435 7111)	
May 21-22	ESC: International Micro-Electronics in Education Congress (05753 2711)	High Wycombe
May 21-25	IPM: Selection Testing 1 (01-387 2844)	
May 21-25	The Institute of Chartered Accountants in England and Wales: Financial Management (01-928 7060)	

Northern Engineering Industries Ltd.

1978 Annual Results

£185 MILLION EXPORTS & OVERSEAS TRADE

	1978	1977
Turnover	£451m	£387m
Profit before taxation	£30.464m	£25.157m
Profit after taxation	£22.763m	£18.896m
Dividend per ordinary share	7.5p	6.00p
Earnings per ordinary share	29.63p	28.87p

NOTE: The comparative figures in respect of 1977 have been restated to reflect the change in accounting policy for deferred taxation.

Points from statement of the Chairman, Sir James Woodeson, CBE, TD.

1978 Performance... Profit before taxation of £30.5 million is some 21% ahead of the 1977 figure... Increased trading is supported by a strong balance sheet... Direct exports rose to £115 million; overseas companies achieved £70 million turnover; international trade thus totals £185 million.

Exports and Overseas... We have continued to develop our export business successfully. Our policy is to supplement the direct export effort by the formation of joint ventures, the development of well-chosen overseas manufacturing and assembly bases, and by a growing involvement with local partners. The overseas operations will themselves generate new business for the UK factories, particularly for higher technology components.

Turnkey Capability... The turnkey capability of NEI in the design, manufacture and supply of power stations is of particular significance in connection with exports to developing countries. In this context I am particularly encouraged by the opportunities in China. The Company has now submitted comprehensive proposals in support of the massive Chinese power station construction programme.

UK Power Station Programme... The UK power station ordering programme now appears to have been settled for the immediate future. NEI will be supplying the turbine-generators and certain boiler work for Drax B, and design work has already commenced on the steam raising units for the AGR nuclear reactors which are based on Clarke Chapman designs for the units now operating at Hinkley and Hunterston. Tenders have also been submitted and are currently being examined by the Generating Boards for the turbine-generators for the new AGR stations.

Outlook... NEI is now firmly established as a comprehensive mechanical, electrical and combustion engineering group serving industry worldwide. The range of activities cover a diversity of products and markets which helps to counteract some of the adverse effects of cyclical trading patterns in particular sectors of industry.

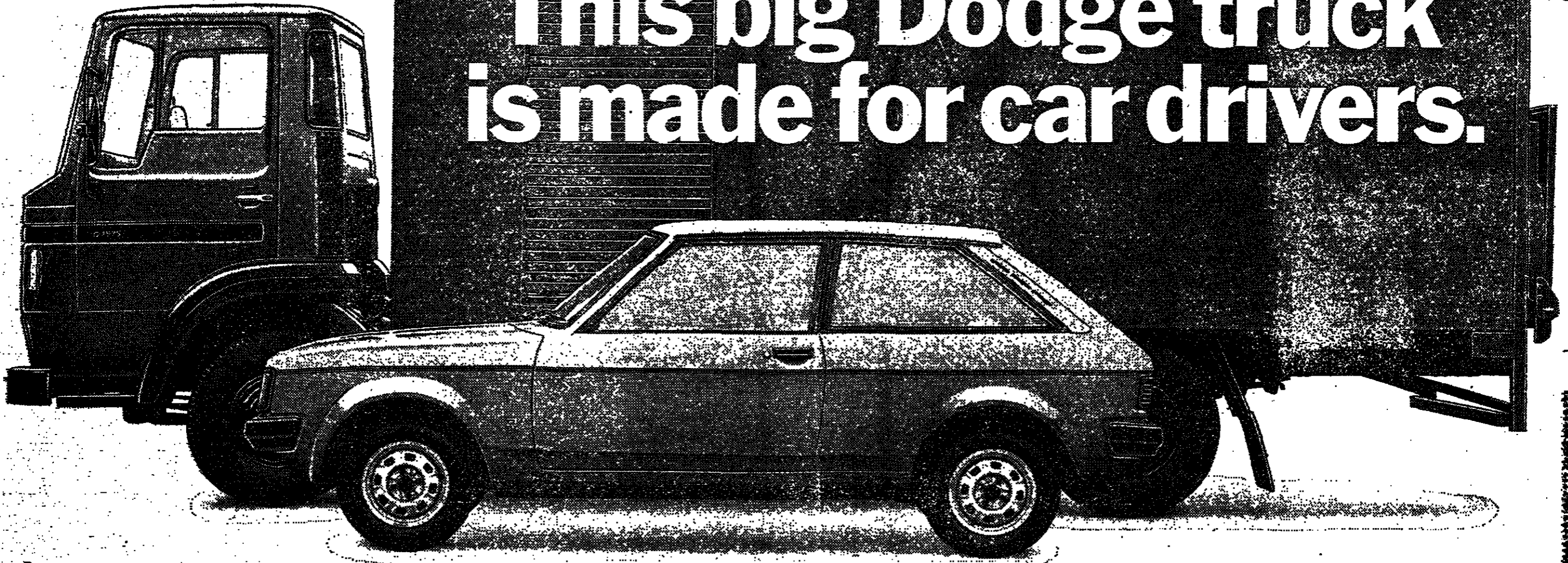
Most of the trading activities have a good forward order book, and despite the difficulties at the beginning of this year, I believe that the Company is set on the right course to take advantage of the worldwide business opportunities that are available to us.

The Annual General Meeting will be held on Thursday 14th June at 12 noon at the Gostorth Park Hotel, Newcastle upon Tyne. Copies of the Report are available from the Company Secretary, Northern Engineering Industries Ltd., NEI House, Regent Centre, Newcastle upon Tyne, NE3 3SB. Details of the Annual Results are also contained in a Report to Employees which has been circulated to all employees.



NEI Bruce Peebles Ltd • NEI Clarke Chapman Cranes Ltd • NEI Clarke Chapman Engineering Ltd • NEI Clarke Chapman Power Engineering Ltd • NEI Electronics Ltd • NEI International Combustion Ltd • NEI John Thompson Ltd • NEI Parsons Ltd • NEI Reynolds Ltd • NEI Thompson Cushman Ltd • NEI International Ltd • NEI Overseas Ltd • NEI Projects Ltd.

This big Dodge truck is made for car drivers.



The trouble with some non-HGV trucks is that they're small. Sometimes, too small. So whilst they may offer the payload allowance you're looking for, they don't offer the space. Fortunately, a Dodge 100 Series Commando G08 can measure up to your requirements on all counts. Because this non-HGV 7½ tonner has a long

wheelbase option specially designed to accommodate bigger bodies. Very often, bodies you're more likely to see on heavier trucks. For example, a long box van with 1000 cubic feet of fully usable loadspace. Or a flat platform 18 feet long. Or a dropsider. Again, up to 18 feet long. And all these bodies require no

extensions to the chassis or modifications to the propshaft. Which not only saves money, but could mean less time off the road. And your drivers don't need any modifications to their licences. As long as they're over 18, an ordinary car driver's licence is all they need. Which is only fair. After all, the Commando cab is so modern, so

luxurious, it looks just like a family saloon. Take the Commando for a test drive, and you'll discover that appearances aren't deceptive. See your Dodge Dealer and ask to try a demonstrator. Check on price, fast delivery and the 12 months' unlimited mileage warranty. He's waiting for your call. Now.

Technical Page

COMMUNICATIONS Widening the market for Viewdata

CEC Semiconductors has made additions to its Viewdata module family, primarily to expand the potential market from the UK to the whole of the western world.

For the 525-line NTSC such as used in the U.S. units are available displaying formats of 32 characters by 20 lines or 40 x 20.

The M41/8 foreign-language page-display in one of the new developments, a combined page display and character generator which allows up to 28 latin-character languages to be made available for use in a Viewdata system or computer terminal.

A Cyrillic character set is under development. The particular module is a 100 mm x 147 mm printed circuit board with a 36-way edge connector...

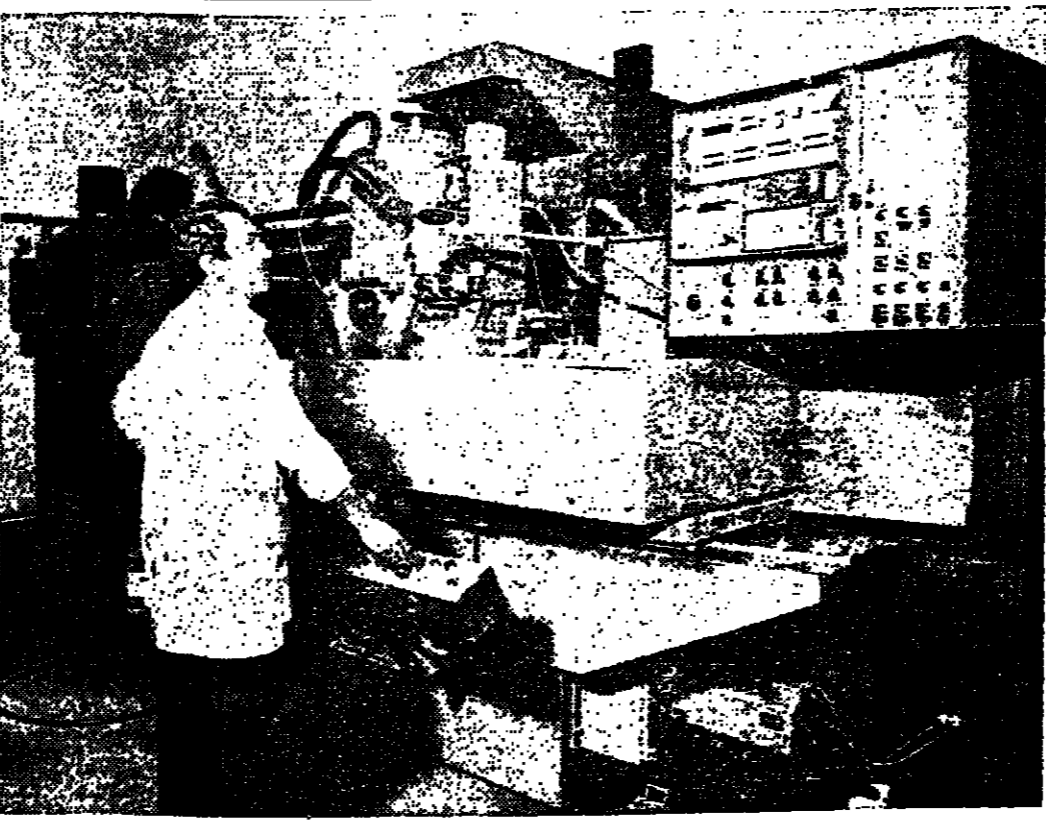
METALWORKING Cuts light metals at high speed

LATEST MEMBER of the wide range of metal cutting equipment from SAF (Soudure Auto-gene Francaise) is a high speed plasma system called Nertajet 80.

In plasma arc cutting an inert gas is forced through an electric arc in a cooled torch heating the gas to a sufficient temperature for ionisation to occur.

Nertajet 80 can achieve cutting speeds up to 2,300 mm/min in light alloys up to 5 mm thick and is aimed at the small to medium sized fabrication shop specialising in stainless steel, aluminium, titanium alloys and mild steel.

These cutting speeds are claimed to be 50 per cent greater than conventional oxy-fuel gas cutting methods on 5 mm mild steel. Furthermore it is possible to change easily the type of plasma gas used to optimise performance.



This Eib-Schliff creep-feed grinding machine is now in use at Otford Tool and Gauge, Sevenoaks, Kent, for the production of a much wider range of press tool and other parts than was originally considered possible.

of turbine blades and recently Otford Tool has seen the potentialities for wider use in toolmaking, particularly in view of the growing shortage of skilled toolmakers.

Wide bed grinding machines

MININI PL 800 series production surface grinders have 800mm wide tables and nine bed lengths from 800mm to 6,000mm.

Apart from table length and longitudinal traverse, all other characteristics of the PL 800 series are common. These machines are suited to a production situation which demands maximum flexibility.

The rate to table deceleration, then acceleration in the opposite direction for the table can be varied. This allows the cycle time for the table to be optimised to suit the component being ground.

ing ball-screw, while the cross feed of the head is hydraulically powered. It is possible to have an optional electro-hydraulic servo unit which controls the cross feed and automatic vertical feed.

R.K. International Machine Tools, Europa Trading Estate, Fraser Road, Erith, Kent, E17 6EJ.

ELECTRONICS Process control system offers many options

BY THE addition of a multi-input/output control unit called Microspec and a high speed communications link (Foxnet), both microprocessor controlled, Foxboro now has an extensive range of equipments enabling the control engineer to create almost any kind of process control scheme embracing analogue or digital and shared or per-loop control schemes.

The work station with crt display gives the operator the clearest possible "window" into the process and allows him to respond quickly and appropriately to the whole range of process demands. Options available include data entry and display, high resolution bit-map graphics, colour display monitors, historical trend recording, alarm handling, performance recording and data logging.

The total offering has been dubbed Spectrum and embraces the company's existing controller for dedicated per-loop control Spec 200, and Videspec, which was one of the first examples of a crt display replacement for the conventional control panel that did not involve a computer.

In shared control, one digital processor performs the monitoring and control functions for a number of process control loops. Distributed control on the other hand enables control sub-systems to be installed at appropriate locations throughout a plant with the ability to communicate with each other and with centralised equipment.

Microspec can handle up to 60 analogue inputs or outputs or up to 240 control inputs or outputs per module. Instead of having, as in the case of Spec 200, a number of physical modules hard-wired together in a rack, Microspec replaces wire interconnections with logical connections within the system.

The process engineer can modify a control loop arrangement by changing or adding algorithms from the keyboard, rather than using tools in an equipment rack to physically change connections. Configuration of a control scheme can be carried out on line and Microspec offers the added advantages of digital computation, sequencing and interlocking.

To allow the necessary digital data to be interchanged between the parts of Spectrum, Foxnet has been developed to work at one megabit/second and interconnect up to 100 stations of any type. Coaxial cable is employed in lengths up to three metres without repeaters and standby transmission paths are available for security of the system.

In a big process complex, local clusters of equipment can be added as needed. Each is self-contained and independent and a failure of a long distance communication link will in no way effect the operation locally or compromise its communications needs since cable redundancy is incorporated.

Furthermore, some, perhaps the more critical functions can be implemented in Spec 200 for dedicated control, and others in Microspec.

Foxboro now takes the view that the advent of the microprocessor has given a completely new twist to process control. At one time says project manager George Fraser, marketing people were defining user needs and then working with engineering staff to determine whether the needs could be met.

Now he claims, there is more technology available in the microprocessor than "can be used intelligently." The marketing task has become a matter of finding out how this technology can be employed to deliver real user benefits.

More from Foxboro Yoxall, Redhill Surrey RH1 2HL (0737 65000).

Dual role oscilloscope

MADE BY Scanoptik Inc. in the U.S. and available from Euro Electronic Instruments, 27 Camden Road London NW1 1YE (01-267 5416) is a plug-in module which will convert a Tektronix 7000 oscilloscope into a microprocessor tester and analyser.

Known as the LC-732, the unit will be shown at the Intex '79 (Wembley Conference Centre, June) and can be readily unplugged to leave the scope free to be used normally. It has a single "personality" card with dedicated socket

positions for 8080A, 6800 and 780 types, and a fourth general purpose socket for any other NMOS type of micro. Also recently added to Euro's lists is the discrete semiconductor test equipment made by Lorlin Industries of Connecticut. This has dual cassette magnetic tape drives with high speed read-in of programs, making it easy to set up different test sequences. It can also log the data it produces; the identity and value and value of devices' parameters for pass or failure of tests can be recorded.

High current transistor

FERRANTI says it is "making an all-out attack" on the power transistor market with the introduction of the ZTX 650/750 upn and pnp devices aimed at the low power end of the market. The company claims that the devices offer greater performance than has previously been achieved in a conventional TO22 package. Handling 1.5 watts at 25 deg C ambient, at voltages up to 100 V, the devices do not require clamping to the chassis or any mechanical heat sink. At a continuous current of two amps they offer a minimum gain

of 25 and under surge conditions can handle up to 6 A, the first time, it is claimed, that this has been achieved in the space available. Ferranti Electronics believes that the devices will make a significant impact on the power transistor market, handling a 25 per cent segment of it not being covered by a TO22 device but by other transistors operated at the limit of their performance. More from Fields New Road, Chadderton, Oldham OLG 5NP. (081 634 0515).

ENVIRONMENT Removes the foul air in factories. BY LAW, industrial companies are deemed culpable if poisonous fumes emitted from processes used in factories cause damage to employees' health.

STORAGE Big bags aid cargo handling. BY SPRING powder granules or other bulk substances in a new range of flexible intermediate bulk containers, more versatile use can be made of ISO freight containers.

HANDLING Large lift trucks. A NEW range of large fork lift trucks designed for high capacity application has been introduced by Barlow Handling.

CONTRACTS AND TENDERS INSTITUTO DE RECURSOS HIDRAULICOS Y ELECTRICIFICACION REPUBLIC OF PANAMA ADVANCE NOTICE OF INVITATION TO BID FOR AUXILIARY ELECTRICAL AND MECHANICAL EQUIPMENT FOR FORTUNA HYDRO-ELECTRIC PROJECT, REPUBLIC OF PANAMA.

COMPANY NOTICES NOTICE TO BONDHOLDERS ENSO-GUTZETT OSAKEYHTIO \$US 20,000,000 91% 1975/1982 Guaranteed Bonds Pursuant to provisions of the Purchase Fund, notice is hereby given to Bondholders that Bonds for the purchase amount of \$US 500,000 have been purchased for the Purchase Fund during the twelve-month period from May 5, 1978 to May 4, 1979.

electrical wire and cable? ANIXER Thousands of types and sizes in stock for immediate delivery LONDON 01-561 8118 - ABERDEEN (0224) 724333 - GLASGOW (041) 332 7201/2 - WARRINGTON (02435) 810121

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Handwritten signature or mark at the bottom of the page.

Opinion

Obesity kills.



A fat warehouse, like a fat man, is an unhealthy one.

Usually, the problem is not that too many goods are going in. It's that they're badly arranged.

Rent, overheads, breakages and wage costs rise. So production and profits fall.

Stock levels and picking times increase, and customer service declines.

And, according to the evidence, the condition is a common one.

More than half the companies examined in a survey by the Department of Industry had an inefficient storage system.

And the total waste in British industry is more than £2,000 million a year.

It might seem that the answer to the problem is bigger warehouses. In fact, the answer is usually smaller warehouses, as many of our case-histories show.

In one case, we installed mobile shelving which reduced the width of the gangways.

Storage area was halved, which freed space for

extra production. Storage capacity was increased by 20%.

Picking times were reduced by 60%.

The investment paid for itself in 18 months.

In another case, we made use of wasted roof-space with high rise, narrow-aisle pallet racking, together with two stacker cranes.

Storage capacity was increased by 80%, with no increase in storage area.

Product damage was reduced by 80%, overheads by 30%, and picking times by 20%.

You can read 100 of our case-histories in our "Book of 100 Answers."

And we can plan, supply and install anything from a bay of shelving to a complete automated warehouse.

Which should help, whether your company is large or small, to improve its state of health.



We'll help you make money out of thin air.

THE MANAGEMENT PAGE

EDITED BY CHRISTOPHER LORENZ

Innovation—U.S. business demands the President's help

Christopher Lorenz on the extensive process of consultation which went into Washington's proposals for reviving industrial innovation

IN A FEW weeks' time President Carter will receive from the administrative machine in Washington a set of highly unusual policy proposals. Their purpose is important enough: how to revive industrial innovation in the United States, and thereby give a much-needed boost to wealth-creation and growth.

This is the most comprehensive and highest-level U.S. investigation ever to be made into the subject, and the first to be directly instigated by a President. It owes its birthright to a 1977 report from the National Science Foundation, and ancillary evidence which showed that, while the overall level of R and D in industry gave no obvious cause for concern, much of it was of an increasingly low-risk, short-term nature, geared towards the improvement of existing products and processes, rather than really new innovation.

An obvious extra stimulus for a policy review was the headlong penetration of Japanese industry into the U.S., particularly with colour TVs and other consumer electronics; reports of Japan's massive R and D spending in almost every sector of high technology, including computers, micro-electronics and chemicals, added to the President's concern.

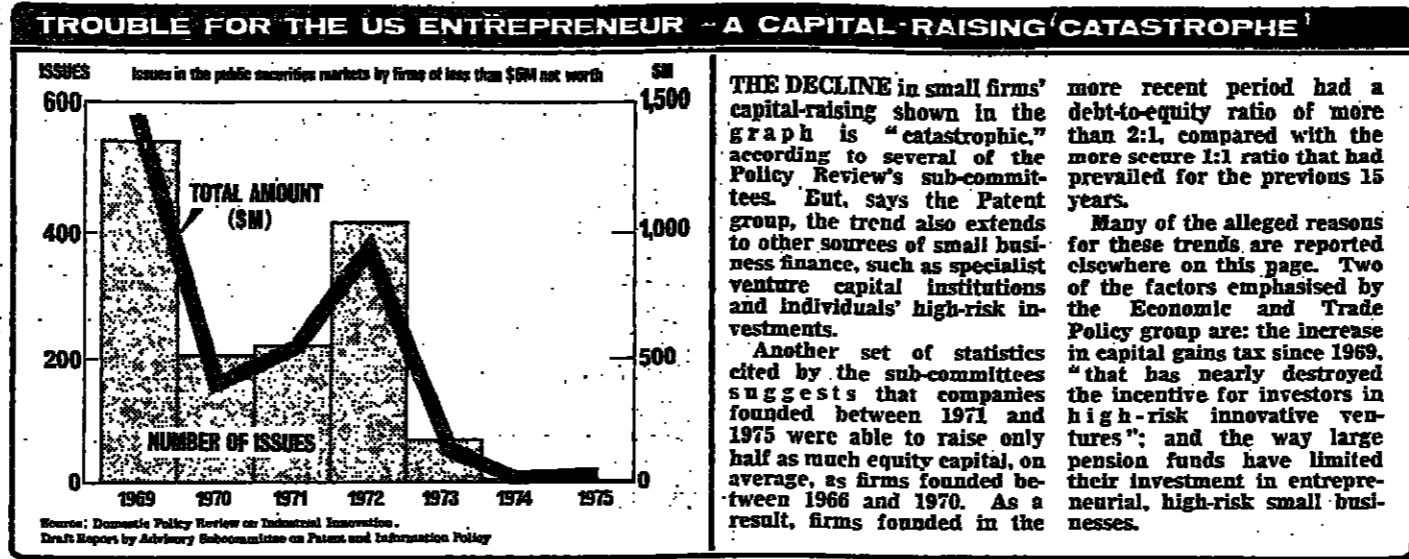
Unworkable

The businessmen's many policy recommendations reflect an illuminating spectrum of views on such controversial topics as tax, government regulations and protectionism. Equally instructive has been the way that some of the more extreme and unworkable notions were abandoned as a result of a series of open debates with senior government officials. Nor was the learning process one-way: civil servants from various government departments seemed to become more aware of the need to consider the impact on industry of their decisions.

Few of the European governments and civil servants which are also desperately searching for ways to stimulate innovation—whether in the form of the ubiquitous microprocessor, or other forms of technology—have taken the trouble to consult half as thoroughly with the companies they are trying to help, and with the wider interest groups their measures will directly affect.

Like many people before him with far more experience of technology, President Carter's conclusion was that his Government must look at ways of encouraging more productive R and D. It needed his more far-seeing advisers, including those with industrial experience like Dr. Jordan J. Baruch, Assistant Secretary of Commerce for Science and Technology, to point out that R and D is just one part of the complex jigsaw of industrial innovation.

One of Dr. Baruch's first steps was to seek the views of a cross-section of company



executives, representing small as well as large companies in a wide range of industries. He expected a response from about 70, but was quickly swamped by the requests-to-be-heard of about 550 ardent volunteers.

It speaks volumes for American industry's awareness of the importance of innovation that a large proportion of the applicants were chief executives and top general managers, rather than research or technology specialists.

UK Cabinet In Europe, some of Dr. Baruch's counterparts have been less fortunate. This is particularly true of Britain, where the Cabinet Office, in particular, has felt forced to rely largely on scientists, rather than general managers, for its advice from industry about how government might best stimulate innovation.

In such a difficult environment, it is not surprising that Britain's Cabinet Office, in particular, has felt forced to rely largely on scientists, rather than general managers, for its advice from industry about how government might best stimulate innovation.

Over the past few years, a series of reports has compared the shortcomings of European industry with the supposed model of entrepreneurship and innovation in the U.S.

THE DECLINE in small firms' capital-raising shown in the graph is "catastrophic," according to several of the Policy Review's sub-committees. But, says the Patent group, the trend also extends to other sources of small business finance, such as specialist venture capital institutions and individuals' high-risk investments.

more recent period had a debt-to-equity ratio of more than 2:1, compared with the more secure 1:1 ratio that had prevailed for the previous 15 years.

Yet statement after statement from the U.S. businessmen in their reports five months ago might have come from their downtrodden counterparts on this side of the Atlantic.

Such demands could have been made by several of the employers' associations in Europe, particularly in Britain. But this does not mean that the Americans are crying wolf.

There is no greater constraint to technology in America than (the) shortage of investment capital for innovative small businesses.

Specific programmes that are more narrowly based... are more effective than...

venture capital requirements were greater than ever before, the group argued. But, since 1970, risk capital of all kinds—both start-up and expansion—had become scarce, thanks to "an array of federal policy decisions, particularly in the excessive tax on capital gains."

Some of the businessmen's more extreme proposals appear to have been laid to rest in the course of these discussions. For example, the sub-committee on Industry Structure and Competition had suggested that, in certain circumstances, protectionist measures should be taken against products from some foreign firms, whereas Dr. Baruch has insisted throughout the Review that such measures could not be countenanced.

Among the measures suggested for established U.S. companies were more attractive depreciation provisions, allowing the more rapid recovery of capital.

By now it will be obvious that many of the businessmen's proposals were far too broad to be seen just in the context of Washington's innovation policy.

Another part of the filtering process was the series of seven

one-day symposia, held in January on each of the Review's subject areas. Each was attended by representatives from industry, trade unions, academia and the "public interest" groups, as well as the relevant representatives from the government's own teams.

The Competition group's demands for a radical change in U.S. anti-trust laws also seem to have fallen by the wayside during the discussions, though some of the government representatives were impressed by evidence that some of the anti-trust laws may harm innovation.

Among the many other specific points of consensus at the symposia were that industrial innovation might be considerably enhanced by an increase in the "lead time" between the announcement of and introduction of environmental and other regulations.

With many such proposals in his portfolio, Dr. Baruch can confidently claim that more than half the imminent recommendations to President Carter will cost the government nothing—a healthy advantage when some of the proposals may be for tax incentives, and when the President is under intense pressure to cut public spending.

Dr. Carrick's column on Executive Health will be published on Wednesday.

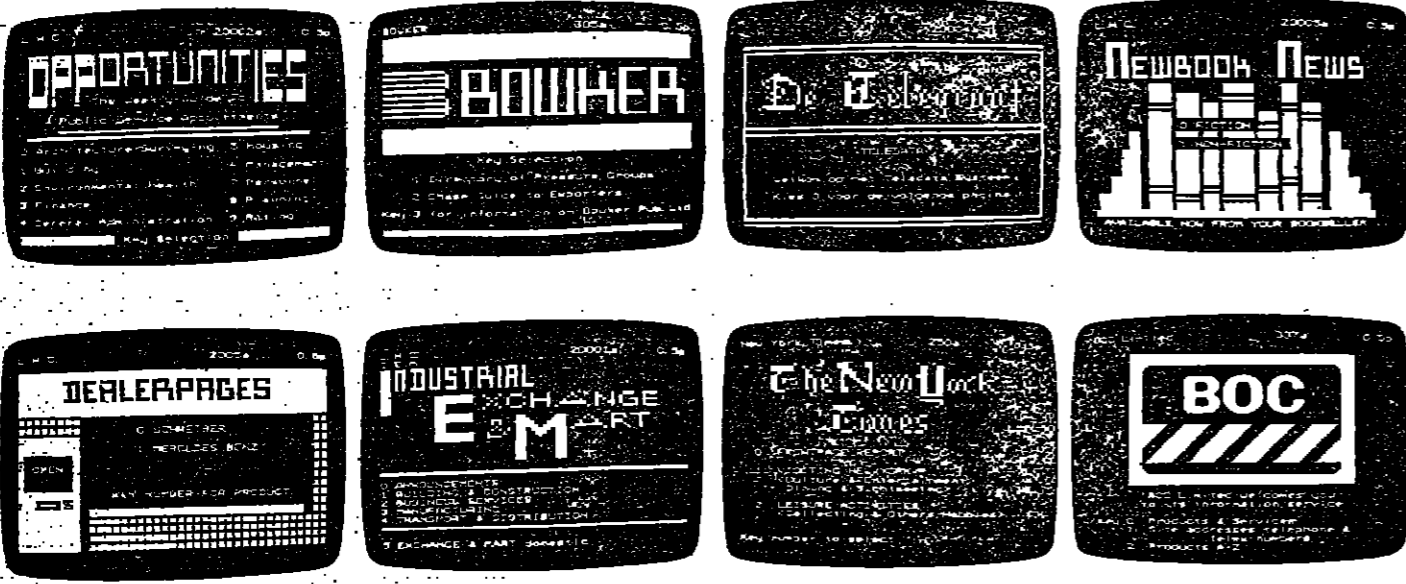
Inflation

Evidence from several of the subcommittees argued in effect, that this was the case, and not only because inflation has discouraged companies from taking risks. The most succinct argument came from the Procurement group, chaired by the redoubtable "Tom" Paine, former research chief of U.S. General Electric, now head of Northrop Corporation, the aerospace manufacturer, and a past master in government lobbying.

Thanks to inflation and the increasing cost of compliance with government regulations,

LINK HOUSE COMMUNICATIONS FOR PRESTEL SERVICES

(POST OFFICE TRADEMARK)

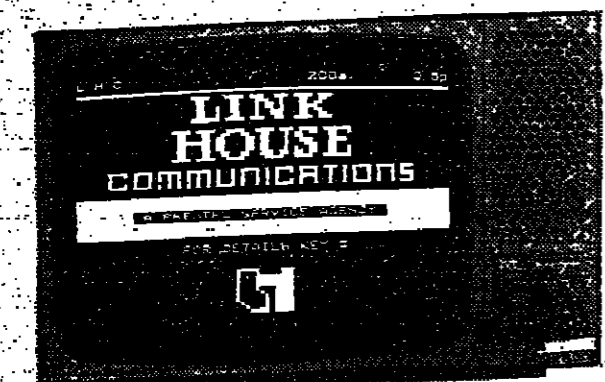


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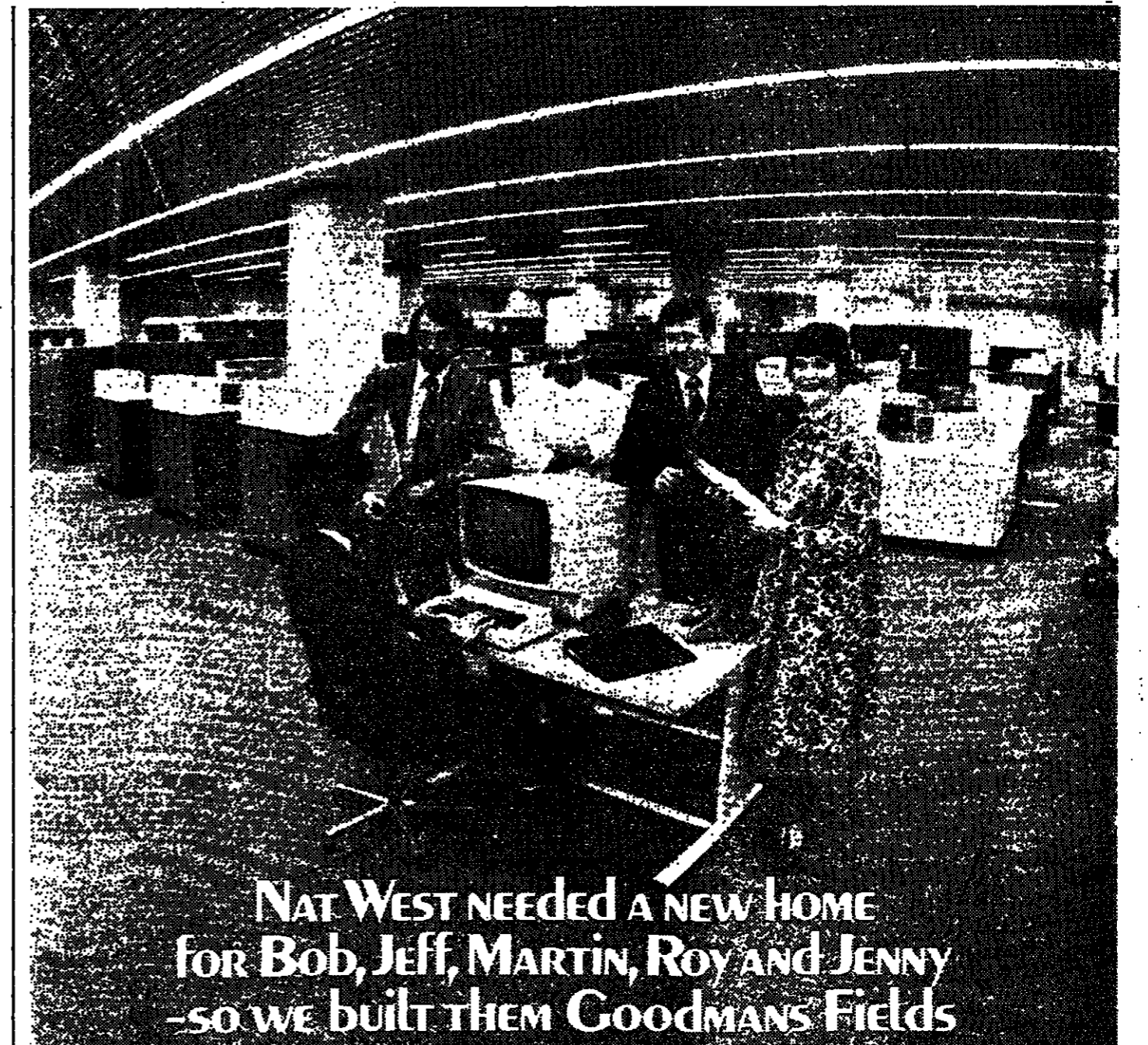
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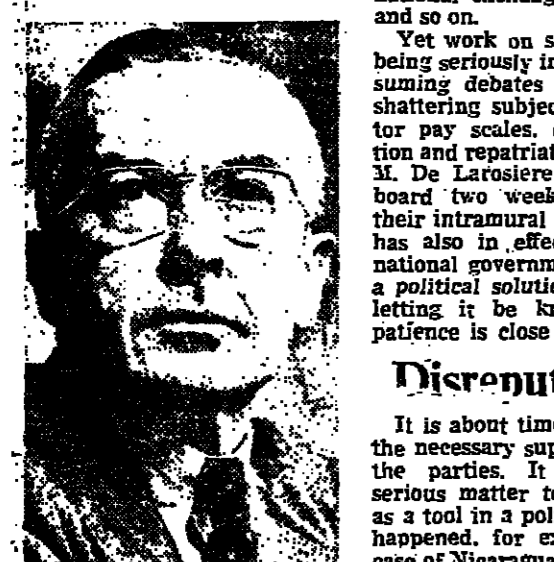
Advertisement for Higgs and Hill Limited, describing the construction of Goodman's Fields. It mentions the building's size (550,000 sq. ft.), the use of Prestel services, and the company's expertise in large-scale construction and IT integration.

Pay policy at the IMF

BY JUREK MARTIN IN WASHINGTON

IT IS very hard not to feel sorry for M. Jacques De Larosiere...

Luxury There is a fair chance that at the end of this month, 7,500 strong professional staff at the IMF will be on strike...



M. Jacques De Larosiere Du Champfleury

The details of the dispute are by now so complex that a magazine, let alone a newspaper, would be pushed to do them justice in the space available...

Plethora of lawyers at the helm of government

NO ADMINISTRATION in recent times has been so studded with members of the legal profession as the one that has taken office under Mrs. Thatcher...

It is not just that the Prime Minister herself is a barrister who had a short flirtation with the tax bar in the 1950s...

earnings, so inadequate is the pay of £18,675. There will certainly be renewed pleas to the Chancellor to do something to relieve the plight of the flourishing "silk"...

THE WEEK IN THE COURTS

BY JUSTINIAN

cellor comes to raise the level of VAT. He will also look sympathetically upon the profession's desire to be excluded from the tax...

The Conservative Government follow the line of monetary expansion in 1979 it did so hesitantly, and then only for two years...

Beachcomber

of the Express dies

JOHN BINGHAM MORTON, better known as "Beachcomber" of the Daily Express, has died aged 85. He was known to generations of Express readers for the column "By The Way" which he produced weekly without fail for 62 years...

Queen's colt a Derby prospect after triumph over Halyudh

THE PROSPECT of a bicentennial Derby victory for the Queen sprang very much into life on Saturday with Milford's Ladbrook...

RACING

BY DOMINIC WIGAN

40-1 chance Halyudh on heavy ground means little in terms of a pointer to Epsom the West Hill colt may do no more than win as he pleased...

ENTERTAINMENT GUIDE

- Opera & Ballet: Covent Garden, Royal Opera House, Sadler's Wells Theatre. Theatres: Adelphi Theatre, Apollo Theatre, Comedy Theatre. TV: BBC 1, BBC 2, Channel 4.

TV Radio

Me. 11.00-11.42 Schools. 12.45 News. 1.00 Pebble Mill. 1.45 Over the Moon. 2.01 Schools. 3.15 Songs of the Prairies...

Museum gallery completed

Work on the new gallery of living marine invertebrates at the Natural History Museum is complete. The new gallery houses specimens, drawings and colour photographs of a variety of marine organisms...

F.T. CROSSWORD PUZZLE No. 3970

Grid for crossword puzzle with numbers 1-28 in various positions.

- 1 Girl in the pink (7)
2 Died in hat of Shakespeare murderer (7)
3 Blunders, they say, and hooks (5)
4 Discover how to start smoking with no return (5, 4)
5 Fear of playwright taking the lolly (8)
6 They are newly employed to renovate in part (5)
7 Shelter church offers old doctor (5)
8 Usual state of revolution on my trail (9)
9 Indifferent to the best beauty preparation (4, 5)
10 Left end of church to slip (5)
11 Like writer in Poplar (5)
12 With speed that 7d stamp cannot provide (4, 5)
13 Phoney split in political lozma (5, 4)
14 That d—relative does intimidate (5)
15 About turn in live remains (7)
16 Dirty work for Jack on railway (7)
17 Enchanting to read wise men on state of America (7)
18 Gave up driving in military manoeuvre (4, 5)
19 Pieces between steps of high flyer (5)
20 Flirting with key union (9)
21 Tune in secretly to the French instrument (5)
22 Drop in level of river could be source of power (9)
23 Bloomer made by French detective (5)
24 Fugitive article found in middle of airstrip (7)
25 Sort of carriage newsmen overworked (9)
26 Beef obtained by strange afterthought on hard wood (4, 5)
27 Tax on Yorkshire wool fraud (9)
28 Appreciative member of audience could ring a bell (7)
29 Build Lebury first and last straight up (7)
30 Capital with which to get plastered (5)
31 Attitude I enter with composure (5)
32 Off with its head was easier said than done (5)
33 The solution of last Saturday's puzzle will be published with names of winners next Saturday.

ANGLIA

1.25 pm Anglia News. 2.00 Houseparty. 2.25 Film: Crooks and Coronets starring Terry Savages...

BORDER

1.20 pm Border News. 2.00 Houseparty. 2.25 Klea The Girls And Make Yourself Beautiful...

CHANNEL

1.18 pm Channel News. 2.25 Dangerous When Wet (film) with Fernando Lamas and Kennedy Gammage...

GRAMPIAN

9.20 am First Thing. 1.20 pm Gramplan News. 5.15 University Challenge...

LONDON

9.30 am Schools. 12.00 Chorlton and the Wheelies. 12.10 pm Pipkins. 12.30 The Cedar Tree.

RADIO 1

Symphonic Orchestra Concert, part 1: Leo Brown (S). 12.00 Show. 12.30 pm Concert. 2.25 Liza...

RADIO 2

5.00 am News Summary. 7.30 Jerry-wother. 8.00 David Allen (S). 7.32 Jerry-wother. 8.00 News. 8.15-9.00...

HIV

1.20 pm Report West. 1.25 Report Wales. 5.18 Captain Memo. 5.20 Crossroads. 6.00 Report West. 6.22 Report Wales...

SCOTTISH

1.25 pm News and Road and Weather. 12.25 Lord Love A Duck (film) with Buddy McDowell...

SOUTHERN

1.20 pm Southern News. 2.00 Houseparty. 2.25 The Girl From (film) starring Julie Christie...

TYNE TEES

9.25 am Border News. 1.20 pm North East News. 2.25 Film: "Queen of the Stardust Ballroom"...

ULSTER

1.20 pm Lunchtime. 2.25 The Shaps. 4.18 Ulster News. 5.15 Cartoon. 5.20 Crossroads. 6.00 Good Evening Ulster...

WESTWARD

12.27 pm Westward News. 1.20 Westward News. 2.25 Dangerous When Wet (film) starring Fernando Lamas...

YORKSHIRE

1.20 pm Calendar News. 2.25 Queen at the Stardust Ballroom (film) with Julie Christie...

CINEMAS

- ABC 1 and 2. SHAPPEY'S AVE. 210. 8.55. 9.15. 9.35. 9.55. THE DEER HUNTER (C). W.G. and Sun. 11.00. 11.20. 11.40. 12.00. THE CLASS OF MISS MACMICHAEL (C). Mrs. M. AUSTIN. 9.55. 11.00. 12.00. CAMDEN PLAZA. Camden Town. 8.55. MADAMAMA (C). Mrs. M. AUSTIN. 9.55. 11.00. 12.00. PICKADILLY. From 8.30 am incl. Sun. 11.00. 11.20. 11.40. 12.00. PHOENIX THEATRE. CC. 01-636 2294. 11-11.47. 12.00. DIANA RIGBY. JOHN THAW in NIGHT AND DAY. A new play by C. M. COWARD. Directed by Peter Wood. Evening Standard Drama Award.

THE ARTS

Festival Hall

La Damnation de Faust

by MAX LOPPERS

The Orchestre de Paris paid a visit to the South Bank on Saturday evening to introduce to London, in a performance of the Legend dramatique...

French characteristics of forwardness, clarity, and sharp definition of tone, and given their polish and poise. It was a huge relief to be freed from unwise over delivery of the text...

Wigmore Hall/Purcell Room

English piano music

by NICHOLAS KENYON

It was to be hoped that a year which marks the centenaries of John Ireland, Frank Bridge and Cyril Scott would produce a revival of early 20th-century English piano music...

Sonata by Benjamin Dale (born six years after Bridge, Ireland and Scott), completed when the composer was 20. It is a very considerable work.

Jacobs' note did not reveal the fact that the piece was first performed by Mark Hambourg, who treated the young Dale's work with a cavalier virtuosity...

Wembley Arena

Status Quo by ANTONY THORNCROFT

You could recognise the crowd well before you got to Wembley. But this time it was not by scarves or hats but by blue jeans, and it was Friday, not Saturday...

thought impossible. A Quo concert is an elusive, primitive, rite with the fans pushing aside security men to get close to the stage and slipping immediately into the ritual...

FOOTBALL BY TREVOR BAILEY

A Cup overflowing with excitement

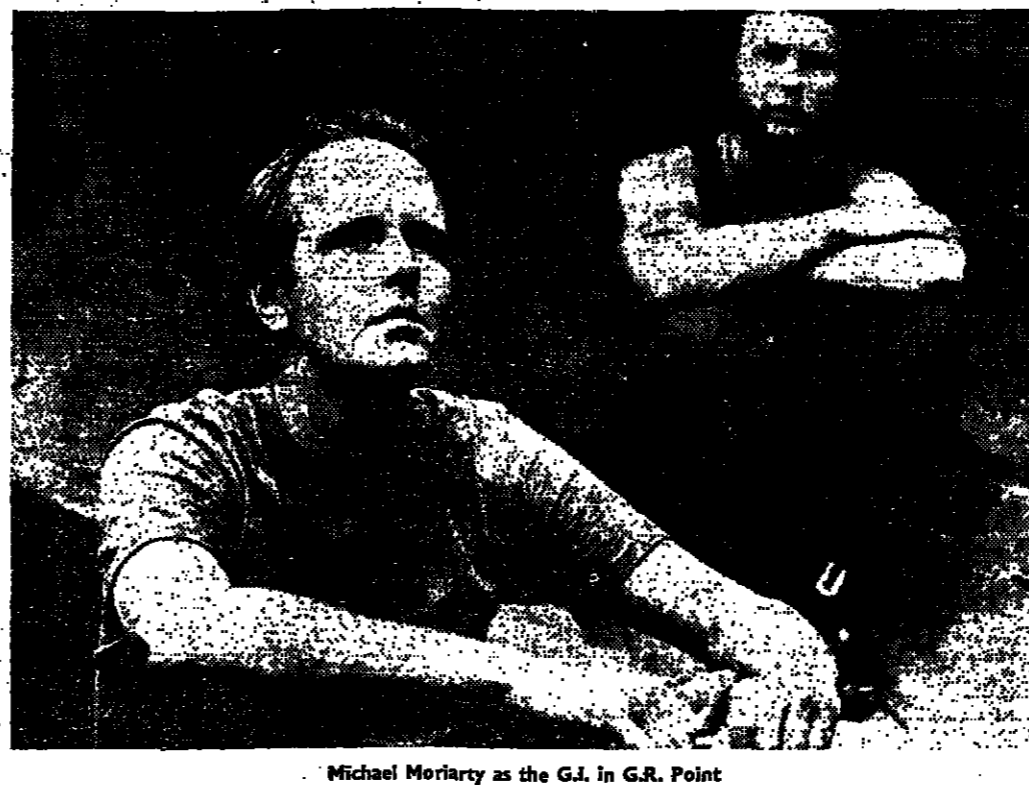
AS PURE football the Cup final was not a classic, but in terms of entertainment and excitement it could hardly have been surpassed...

twice in the last few minutes. How, before the Manchester fans and players had time to savour the probability of victory in extra time, Brady glided deep into enemy territory, mocking attempts to dispossess him by the brilliance of his dribbling...

Arsenal deserved to win, though they nearly threw it away by relaxing in the closing stages. But they were at their best on the day, whereas Manchester United were not.

Bosendorfer: the one investment you can play about with. Quite simply, Bosendorfer pianos are the most expensive, most exclusive in the world. Only 10 are produced in any week.

Invisible Coppell. It might have paid to have included Brian Greenhoff, the substitute, with the task of shadowing the elusive Brady, who played a vital role in all three Arsenal goals.



Michael Moriarty as the G.I. in G.R. Point

New York Theatre

Vietnam on Broadway

by FRANK LIPSIOUS

When Coming Home and The Deer Hunter won the major Academy Awards this year, knowledgeable opinion—at least at the two award-watching parties I went to—claimed that Hollywood's conscience had been saved enough to cover the last 10 years—and the next 25.

One of them, G.R. Point, is not a new play. It won awards in 1977 and 1978 for its author, David Berry, whose first play it is. Its realistic depiction of war centres on a desolate, outpost where soldiers' corpses are collected for transmittal to the United States.

Michael gets along best with Zan, a soldier with a similar background whose longer service allows him to probe Michael's moods and advise him along the route to full accommodation to war.

The scenes of social conflict, which unfortunately absorb a large part of the play, express little more than platitudes from stereotyped characters. They show the lower classes as what psychologists would call primary process thinkers, having loud and half-formed opinions about everything.

Larkin out of volcanic-looking plastic foam. It sits on a large disc tilted away from the audience, so the characters can clamber up and down on it. The battle scene leaves the audience in shock, primed for Michael's crazed return from his killings.

The generation that fought the Vietnam war has thus far made rock 'n' roll music its unique contribution to our culture. It is then perhaps inevitable that we have a rock 'n' roll musical about Vietnam, and since social concerns have become her 'bag', Elizabeth Swados must have felt an obligation to be the instrument of that fate.

An accomplished and talented composer, she has found in war correspondent Michael Herr's account of the war, Despatches, enough evocative scenes and sayings to turn into a wide assortment of songs and moods of the war.

This time under the direction of Andre Serban, the Public Theatre has succeeded in converting the delightful bitter-sweet moods and rhythm of the film The Umbrellas of Cherbourg into a musical stage play. Michel Legrand's familiar music still highlights the simple romance which is interrupted by the boy's army stint in Algeria, never to be resumed.

The ballet quality of the production is achieved despite a large number of scenes in a variety of locales, all of them made with translucent plastic screens that box off parts of the stage for the required setting. Stage hands are all over the place, but they appear less and less obtrusive as they glide across the stage to envelop the principals in a new environment.

Covent Garden

Ashton ballets

by CLEMENT CRISP

The programme of Ashton ballets at the end of last week brought a fine—because well-reasoned, well-understood—batch of new interpreters in two favourite works. Ashton's choreography, even when intimately involved with the bodies of its first casts, offers every possibility to those interpreters: Marina's brilliant imprint on Lisa has not inhibited a host of successors, nor even Fonteyn's on some—though not all—her Ashton roles.

sation throughout was regal, mysterious, right. Not new, but newly magnificent, was Mark Silver's Oberon the next night. His superb graduation performance in this same role argued exceptional things for the future in this interpretation, with its elegant line and unforced command of the bravura writing, exceptional promise was realised.

Elizabeth Hall

Jorge Bolet

by DAVID MURRAY

There were some empty seats in the Elizabeth Hall on Thursday. Many an excellent piano recital is heard there, of course, but that was not a sufficient excuse: opportunities to hear Mr. Bolet are still rare, and treasureable. In our day he is more less sui generis, a pianist with a strongly personal style and virtuosity of a refinement one expects to hear only on old piano rolls.

took flight. The suppressed anxieties of the Second were more incisively brought out. There was little playfulness in the Third, which had a mature breadth and warmth instead (and more than a hint of resignation). It was on the non-pareil Fourth that Bolet lavished his rich authority, the implicit question of the F minor being endowed with new sense at each successive phrase, and the great dramatic junctures struck home powerfully. Everywhere the sound had the deep, shimmering perspective which Bolet somehow draws out of his piano. I do not think the instrument can be more beautifully used.

The Artist's Eye exhibition

The third annual "The Artist's Eye" exhibition opens at the National Gallery on June 20 and continues until August 19. It will be held in the Special Exhibition Room, and admission is free.

Each year a well-known artist is invited to make a personal selection of paintings from the Gallery's Collection, and to display them side by side with one or two examples of his own work in an environment of his own design.

Godowsky's "studies" are a celebration of the instrument and of his definitive composer that only a master like Bolet can hope to re-enact. He earns the title to it with his Chopin, whose four Ballades made up the first half of the recital. He began ruminatively, perhaps a little nervously, the pregnant introductory phrase of the First Ballade led to a sustained introspection that never quite

TENNIS BY JOHN BARRETT IN TOKYO

Japan aims to attract the young

THE JAPANESE are now treating tennis with the same enthusiasm they have given to their industry. Ten years ago, there were about 400,000 players. Five years later, it reached 700,000, and now 1.5 million play regularly.

Association for nowhere else in the world does the game find it so difficult to attract beginners because of a competing game which it so strongly resembles. In an attempt to encourage young players to take up the game the Japan LTA promoted last week's JAL Cup, the first international junior tournament held in the country and the reason for my visit.

Australia, sent players to support the venture. But it was no surprise that all the titles were won by overseas players. Two Australians fought out the boys' final. Gregg Whitcross, who was 18 last March, beat Craig Miller, who is 11 months younger, 6-4, 7-6.

Brady's contract. Apart from making up for last year, something that must have given Arsenal immense satisfaction was that no fewer than eight of the 12 at Wembley were either former apprentices, or had joined Arsenal as their first professional club. Many are young, including Liam Brady, and likely to improve. Of course, Brady might be tempted to leave when his contract expires at the end of next season.

Further proof that the JLTA is on the right line is that seven Asian nations, plus the U.S. and

the girls winner was the sturdy 17-year-old Korean Kim Soo Ok, whose forehand aggression and speedy court coverage made her a difficult player. Her opponent in Friday's final was Michelle DePalmer, a 15-year-old American, who tired towards the end of the match, which Miss Kim won 8-1, 6-7, 7-5.

Labour in the 1980s

ANY conventional reckoning, it will be at least four years before there is another British general election. For the Labour Party, that means that it has a good two years in hand in which to resolve its internal problems, and another two in which to seek to establish a winning position.

The Party needs to ask itself two essential questions. The first is what went wrong over the past 15 years or so, and the second is how Labour can learn from the experience in order to do better in future.

That things did go badly wrong are shown by the record. Labour came to power in 1964 with a slim majority but with a great deal of good will and idealistic support on which it was able to build in the general election of 1966. Yet even then the Labour Government was never quite able to deliver the goods. The then Mr. Harold Wilson claimed that Labour was better equipped to manage the economy, yet the period 1964-70 is remembered for the recurrent economic crises. Mr. Wilson promised growth in order to pay for reforms, yet failed to produce it.

Labour returned to office in 1974 largely because the Tories had run into problems with the trades unions. Its claim to stay there was that it and it alone could conduct relations with the unions in a harmonious fashion. At least in terms of the national interest, such a claim looked dubious during the period of the first social contract when inflation rose to record levels in 1975. It looked even more so when the unions totally defied the Government's approach to the economy last winter.

Managing the public sector

ONE OF THE legacies from the Labour Government for which Mrs. Margaret Thatcher and her colleagues should be grateful is the system of cash limits on public expenditure. Even before the new Government has made any move to carry out its promised attack on waste and byer-manning in the public sector, the impact of cash limits on staff levels has already become apparent. At the end of last week the management of Customs and Excise told its staff that because the Civil Service pay settlement was higher than forecast when the cash limits were fixed staff numbers would have to fall substantially in order to stay within the financial provision for 1979-80. As a first step there would be a general freeze on recruitment, coupled with the temporary blocking of vacant posts, until staff levels are reduced by natural wastage to a level that we can afford.

Excess cost
The application of cash limits this way is designed to ensure that expenditure stays within the money limits already set. But the predictable anger of the Civil Service unions does give the new Government an opportunity to demonstrate a general approach to the problem of curbing the growth of the public sector. This is the first time since the full introduction of cash limits that the public sector pay assumptions have turned out to be too low. The Government will have to decide how much of the excess cost must be met from the existing cash allocation, but it assumes that Ministers will want to see the example of Customs and Excise followed by other departments; the trade-off between jobs and pay will then be made very clear.

One of the purposes of cash limits is to exert a strong discipline on departments, not just in the field of manpower, but in all other aspects of expenditure, and there is not much doubt that the discipline is effective. But the cash limits system is a blunt weapon and its effects are bound to be somewhat arbitrary. In particular, it is difficult to be certain whether a government department which has stayed within its limits has done so through greater efficiency in its use of manpower and other resources,

Intellectuals may be few in number, but they influence the climate of opinion: they no longer lean towards the Labour Party with any conviction. At the very least, Labour has lost its claim to be able to manage the economy; it may also have lost its claim to idealism.

Various members of the Party have reacted to defeat in different ways. Mr. Anthony Wedgwood Benn has said that he will fight the battle to establish a mass party in the country from the back benches. Mr. Eric Heffer, who shares Mr. Benn's belief that Labour lost because its policies were insufficiently socialist, intends to fight from within the Shadow Cabinet. The centre and the right have so far been slower to judgment.

Yet before anyone else rushes to take up a position, there are certain other factors worth bearing in mind. Social Democracy in much of the rest of Western Europe have tended to go on winning throughout the 1970s, while Labour has twice lost. That suggests that Labour needs to have a close look at its sister parties' experience. Moreover, the size of the vote for the minor parties successive British elections shows that a significant part of the electorate is unhappy with both Labour and Tories. There would appear to be fertile ground there for any party that wishes to pick up new support. There is no inherent reason why it should not be Labour.

Service
The Labour Party, in so far as it is a single entity, is of course free to go its own way. But it is also worth remembering that there is no God-given rule whereby it will remain one of the two major parties for ever. If it has lost its original constituency and cannot find new ones, it will continue to lose general elections. That is why the Party now needs to think long and deep about its future. It has the time to do so. The greatest service that Mr. Callaghan could render would be to remain Party leader long enough to encourage this debate to take place in an orderly and constructive manner.

or by reducing the quality of the service. This in turn reflects the absence, in most parts of the public sector, of clear criteria on which the performance of a department can be assessed.

Criteria
It is in this area—the structure, organisation and management of government departments—that the Government hopes Sir Derek Rayner will make a useful contribution. Joint managing director of Marks and Spencer and formerly head of the Defence Procurement Executive, Sir Derek will advise departments on ways of reducing waste and increasing management efficiency. To judge from his activities in the Ministry of Defence and from his past statements on the subject, he will be mainly concerned to instil a greater sense of personal accountability in the public sector. Instead of centralising responsibility in the hands of the Permanent Secretary, he is likely to encourage a greater degree of delegation, so that Civil Service managers down the line are given the authority, freedom and incentive to run their sections efficiently, at the same time sensible performance criteria will be developed in as many areas as possible.

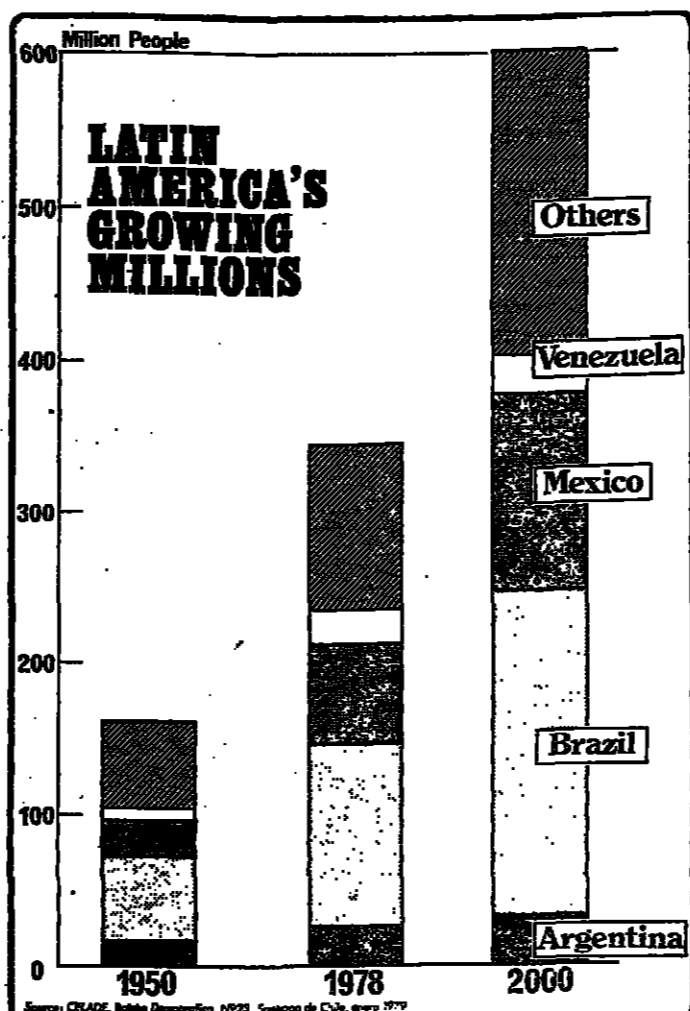
Tax burden
Given his part-time status and the likely resistance of the Civil Service culture to some of the changes he would like to introduce, it would be absurd to expect any spectacular savings to be achieved in the short term as a result of Sir Derek's persuasion and advice. The really big reductions in public expenditure, of the sort which would finance large reductions in the overall tax burden, can only come about through changes in policy. But whatever the Government of the day decides is the appropriate level of public spending in total, there will always be a need for strengthening the disciplines and incentives which encourage the managers of government departments to strive for cost reduction and value for money. Cash limits and management techniques borrowed from Marks and Spencer are not a substitute for changes in policy, but they are a necessary part of the continuing effort to keep the public sector under control.

EVERY TWO years the fog of Right-wing and Left-wing rhetoric which swirls round Latin America disperses. At the biennial meetings of the UN Economic Commission for Latin America (ECLA) there emerges something approaching a true view of the state of development in the most advanced and perhaps most turbulent region of the developing world. So it was at the ECLA meeting in La Paz last month where the principal economic thinkers of the area gathered, often gasping for breath at 12,000 feet in Bolivia's principal city, to strike a balance of Latin America's achievements and failures during the past two years. The exercise was invaluable.

That is not to say that the week-long conference did not throw up some extravagant exercises in the verbal arts. At the inauguration the Guatemalan delegate, representing one of the most violently illiberal and socially retrogressive governments in the hemisphere, waxed eloquent about the urgent need for redistribution of income and social progress and the U.S. delegate, Mr. John A. Bushnell, in an extraordinary speech praised the Governments of Chile, Paraguay, Argentina and El Salvador by name, presumably oblivious of President Carter's views about human rights.

In addition, Latin America had an increasingly skilled and educated workforce and a new generation of entrepreneurs, managers and technicians to propel private and public sector business forward.

Area of great potential
The first and most promising fact to be reasserted was that Latin America had the greatest potential for development of any part of the Third World. This was set out most clearly by the ECLA executive secretary, Sr. Enrique Iglesias, the Uruguayan economist and former minister. The region had four big positive advantages, he said. Its natural resource base was huge. The agricultural potentialities were very great. Out of 575m hectares of usable land the Latin Americans were cultivating today only about 170m while in minerals the region had 33 per cent of the world's copper, 26 per cent of its bauxite, 50 per cent of the iron and 16 per cent of the zinc. Latin America had a third more potential hydroelectricity capacity than the USSR, twice as much as the U.S. and Canada combined and four times as much as the whole of Europe.



In addition, Latin America had an increasingly skilled and educated workforce and a new generation of entrepreneurs, managers and technicians to propel private and public sector business forward.

Thirdly, according to Sr. Iglesias, there was an industrial base which produced, for example, 23.5m tons of steel last year—80 per cent more than in 1970—and which was increasingly able to provide the region with the machines it needed for its industrialisation. From 1950 to 1975 the metal working industries had pushed up production 1,000 per cent. Lastly, there was a domestic market the buying power of which last year was nearly equal to that of the USSR in 1960 and three times that of Japan in 1960.

MEN AND MATTERS
Whiff of Chirac
in the City
It will become clear tomorrow night that Sir Peter Vanneck, last year's Lord Mayor of London, has got rather more than he bargained for in launching the Paris Lectures. The inaugural lecture will be given at the City University by Professor Pierre Pascalon, an economist but his political content may well cause a certain frisson in Vanneck—a keen Francophile who is standing as a Tory candidate in the impending Euro-elections.

Sad steel
With its last cast, the loss making British Steel Corporation plant at Bilston will make money. This will be given to charities nominated by the management and 2,200 workers—many of whom were made redundant when the 210-year-old works shut at the start of this month.

World class?
Relations between the two leaders won most publicity during Chancellor Helmut Schmidt's visit to London to meet Mrs. Thatcher and her Ministers. But members of the German team were looking particularly closely at Britain's new representative on the international Finance Ministers' circuit.

	Latin American Reserves of Principal Minerals (m. tonnes)	Share of World Reserves (%)	Annual Production (1977, m. tonnes)	Expected Life of Reserves (Years)
Bauxite	4,360,000	26.0	22,082	197
Copper	150,000	33.0	1,494	100
Tin	1,587	16.0	49	40
Iron	19,800,000	20.0	57,324	82
Nickel	5,500	9.0	67	27
Lead	12,000	7.0	440	15
Zinc	14,000	9.0	358	15



Dr. Raul Prebisch — resources being wasted

listeners' attentions on the long term, most of the latter were planning hard in the short term.

Problems of mass poverty
Dr. Raul Prebisch, the founder of ECLA and first head of UNCTAD, was even more pointed in his accusations against modern-day Latin American society. The Grand Old Man of the meeting accused his compatriots of wasting the development resources that they had by apeing the consumption patterns of developed countries.

The Latin American delegations were very conscious that they could not demand from the developed countries represented in La Paz any less than the Group of 77 developing nations were about to demand from the whole of the developed world at the Fifth UNCTAD. Equally, the developed countries were not disposed to make any concessions to the Latin American delegations.

The majority of Latin American countries were also conscious of the need to grasp the nettle of their own growing diversity and disunity before the industrialised countries turned it to their own advantage. It has become increasingly obvious in the 1970s that the fast growth rates enjoyed by some Latin American countries, particularly Brazil, have put them in a different class—economically though not politically—from the poorest countries such as Haiti or Honduras.

Demands for concessions
Meanwhile, the poorer countries have been demanding their own specially favourable treatment within the bloc. The demands for concessions were heard in La Paz from Bolivia, which proposed a new international economic order with Latin America, and from the Central America states, short of oil, which wanted an Organisation for Poor Petroleum Importing Countries.

Looking towards Manila, the Latin Americans mounted a verbal barrage against the economic policies of the developed world. It rained in its targets from what the Latin Americans saw as moves towards unjustifiable protectionism by the developed countries, through the EEC's Common Agricul-

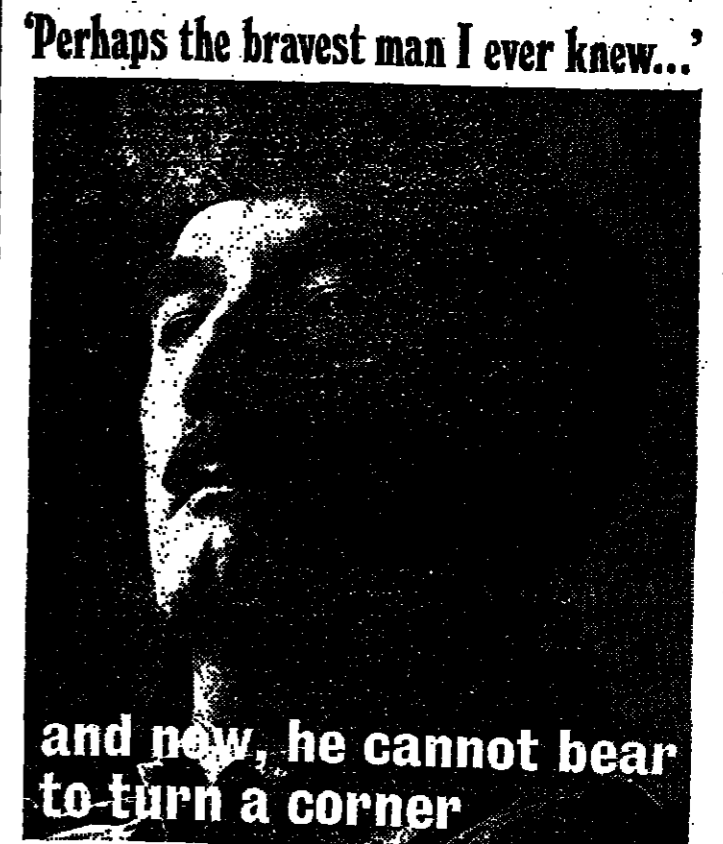
tural Policy, to the slowness of the International Monetary Fund to meet the needs of the developing world.

The barrage, launched in a series of reports and resolutions and masterminded by Mexico, Venezuela and Cuba, was at one point so intense that it led one observer to remark that "the Latin countries are attacking the developed world with the only weapons they've got—words."

A sense of perspective

In the end it was left to Dr. Piet-Hein Houben, the leader of the Netherlands delegation, to display European common sense in a speech which cut through the posturings of both sides. Dr. Houben welcomed the idea of reforms to the world's financial and trading institutions, the dismantling of tariff barriers, the stabilisation of commodity prices and the restructuring of the obsolete industries of the developed world. At the same time, Dr. Houben demanded a much greater effort on the part of developing countries' governments to redistribute income and alleviate poverty effectively.

"While the citizens of the developed countries," he declared "have the right to ask the inhabitants of the developed countries to help meet unmet needs and correct inequalities between rich and poor, so for their part—taxpayers of the rich countries right to ask that the resources they transfer should go to bettering the standard of living of the poorest and to assuring a more equitable distribution of national wealth." The Dutch speech well reflected the anxieties of Latin America's own economic strategists about the continuing social problems in their region while at the same time pointing out that the developed countries cannot be expected to assist those poorer countries which are not trying themselves to tackle their own problems of development.



"Perhaps the bravest man I ever knew... and now, he cannot bear to turn a corner"

Scarcely gallant
A new standard of incentive is displayed in the first comment from the Addis Ababa radio on the victory of "the notorious Conservative Party" in Britain. It described Mrs. Thatcher as "the so-called first woman premier in British history." The burden of the Ethiopian attack was on Tory attitudes to Rhodesia. "We need to warn Margaret Thatcher that the must mind her own business."

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FINANCIAL TIMES

Eurobond Quotations and Yields

AIBD

THE ASSOCIATION OF INTERNATIONAL BOND DEALERS

At 30th APRIL, 1979

The Association of International Bond Dealers (AIBD) compiles current market quotations and yields for Eurobond issues.

These quotations and yields are published monthly by the Financial Times. The Association's prices and yields are compiled from quotations obtained from market-makers on the last working day of each month.

There is no single stock exchange for Eurobonds in the usually recognised sense—secondary market trading business is done on the telephone between dealers scattered across the world's major financial centres.

Membership of the AIBD (which was established in 1969) comprises over 450 institutions from about 27 countries.

Eurobonds in April

BY FRANCIS GHILES

The hard facts of life caught up with the international bond markets towards the end of April and fears of rising U.S. interest rates and of a further increase in the rate of inflation as a result of higher oil prices resulted in what some dealers called a "buyers strike."

The high yields available on a range of new issues failed to attract investor interest and

many fell to a discount in early secondary market trading.

Monitoring the arguments between various senior members of the U.S. Administration became a major past-time: in the middle of last month fears of an imminent rise in U.S. interest rates had been laid to rest as the Federal Reserve's open market committee decided to forego the chance of pushing interest rates up. Two weeks

later, however, Federal Reserve Board chairman, William Miller, said it would take several years to get inflation under control in the U.S. With warnings of a growing shortage of oil coming from leading oil companies and the negative long-term effects this would have on rates of inflation, the scene was set for sharp falls in secondary market prices of U.S. dollar bonds.

The month of April began well enough: despite fears of rising interest rates, the relative scarcity of new dollar paper of offer helped push prices up in the secondary market. Borrowers were prepared to offer realistic yields. However, it was becoming clear before the middle of April that a flood of new paper could not be absorbed, all the more if some issues were offered with very tight terms: by the end of April not only had the amount of paper on offer increased compared with the earlier part of the month, but economic news was bad. The market did continue to behave as if nothing happened despite the negative reaction in the U.S. bond market. Finally investors stopped buying and prices began to fall.

The issue for Manufacturers Hanover Capital Corporation was the other interesting feature of the new issue market during the past month. It offered \$100m in the form of a floating rate note for 15 years. The borrower will pay a coupon of 4 per cent above the three-month Libor for the first seven years rising to 4 per cent for the remainder of the life of the notes. These will be convertible on every interest payment date starting immediately into 8 per cent fixed interest-guaranteed debentures of Manufacturers Hanover Corporation. Concurrent with this Eurobond offering Manufacturers Hanover Corporation is arranging a 30-year issue in the U.S. domestic market. The syndicate arranging this issue includes Blyth Eastmann Dillon for the first time, whose idea this bond issue was.

For the investor, because he is at the mercy of any steepening of the yield curve resulting from a drop in short-term interest rates his situation is more difficult to assess. He could find himself holding a 9 per cent in an environment where interest rates on other issues are higher. On the other hand the fixed rate is only half as far below current long rates as that offered by Manufacturers Hanover.

search for a good return on their money.

Coupons have been rising throughout the months and those issues, such as the DM100m for Barclays which were too tightly priced, suffered badly in the secondary market. Japanese convertibles which crowded into this sector of the market last year have now become a rarity. There are few signs today of any quick revival in the fortunes of this sector.

Whatever the difficulties both the U.S. dollar and the DM sector faced they accounted for 90 per cent of all new issues in the first quarter of this year: the alternatives simply do not exist.

Other sectors of the market such as the Kuwaiti Dinar and French franc one performed well with no major hurdles to cross. The Swiss franc sector reopened but is not expected to accommodate any large volume of new issues. So, as before, all eyes will be following U.S. interest rate trends, U.S. monetary policy and oil prices. These will dictate, as much as anything else, what happens in the bond markets.

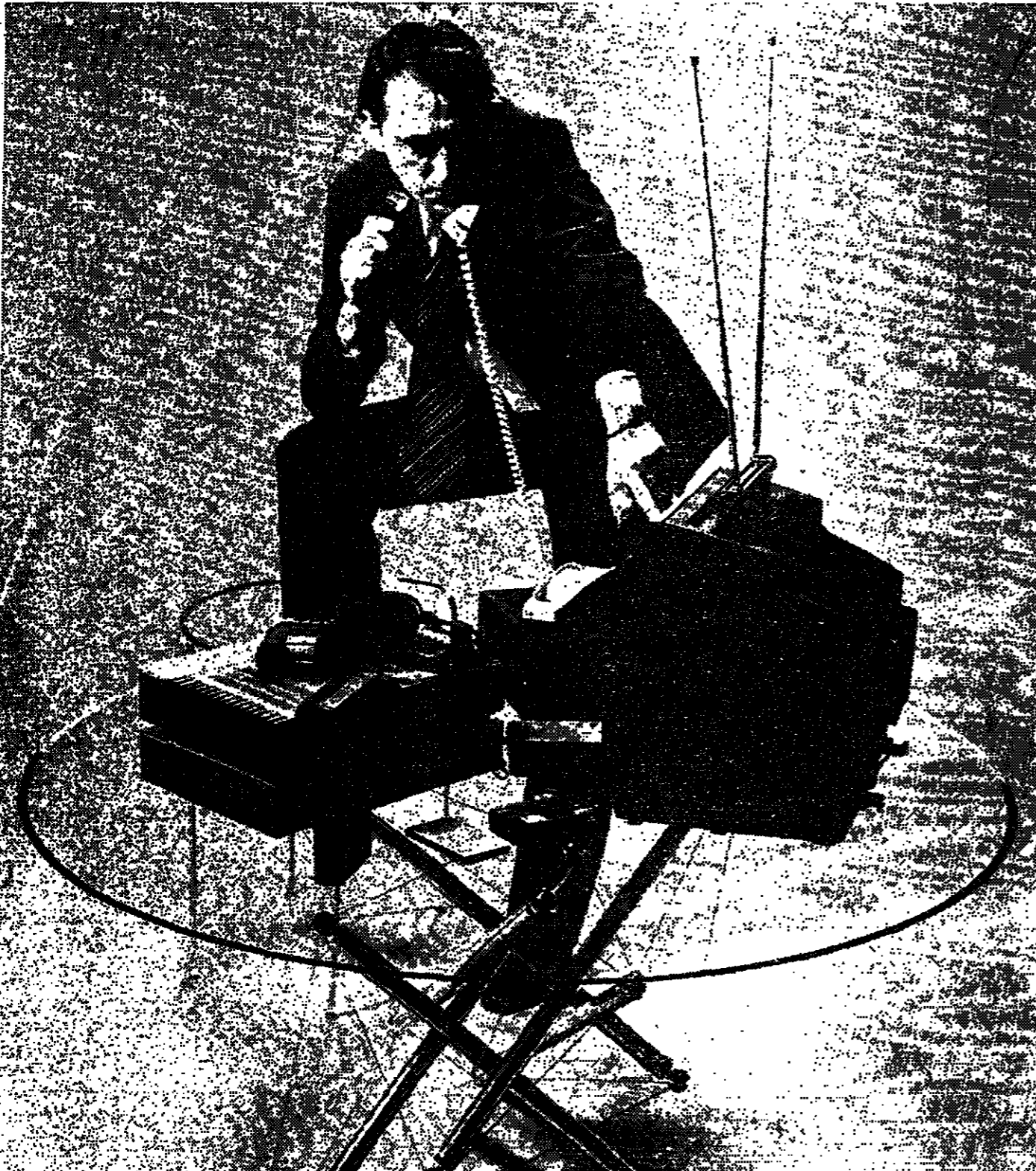
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The table of quotations and yields gives the latest rates available on 30th March, 1979. This information is from reports from official and other sources which the Association of International Bond Dealers considers to be reliable, but adequate means of checking its accuracy are not available and the Association does not guarantee that the information it contains is accurate or complete.

All rates quoted are for indication purposes only and are not based on, nor are they intended to be used as a basis for, particular transactions. In quoting the rates the Association does not undertake that its members will trade in all the listed Eurobonds and the Association's members and the Financial Times Limited do not accept any responsibility for errors in the table.

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Société Générale—Paris

Table with columns: COUNTRY, INSTRUMENT, PRICE, YIELD, AMOUNT, etc. Includes sub-sections for US DOLLARS-AUSTRALIA and US DOLLARS-NEW ZEALAND.

Table with columns: COUNTRY, INSTRUMENT, PRICE, YIELD, AMOUNT, etc. Includes sub-sections for US DOLLARS-ARGENTINA and US DOLLARS-CANADA.

Table with columns: COUNTRY, INSTRUMENT, PRICE, YIELD, AMOUNT, etc. Includes sub-sections for US DOLLARS-ARGENTINA (CONTINUED) and US DOLLARS-CANADA (CONTINUED).

Table with columns: COUNTRY, INSTRUMENT, PRICE, YIELD, AMOUNT, etc. Includes sub-sections for US DOLLARS-CANADA (CONTINUED) and US DOLLARS-NEW ZEALAND (CONTINUED).

Table with columns: COUNTRY, INSTRUMENT, PRICE, YIELD, AMOUNT, etc. Includes sub-sections for US DOLLARS-FRANCE and US DOLLARS-GERMANY.

Table with columns: COUNTRY, INSTRUMENT, PRICE, YIELD, AMOUNT, etc. Includes sub-sections for US DOLLARS-FRANCE (CONTINUED) and US DOLLARS-GERMANY (CONTINUED).

Table with columns: COUNTRY, INSTRUMENT, PRICE, YIELD, AMOUNT, etc. Includes sub-sections for US DOLLARS-FRANCE (CONTINUED) and US DOLLARS-GERMANY (CONTINUED).

Table with columns: COUNTRY, INSTRUMENT, PRICE, YIELD, AMOUNT, etc. Includes sub-sections for US DOLLARS-GERMANY (CONTINUED) and US DOLLARS-ITALY.

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Main financial table with multiple columns for various international securities, including US Dollars, Swiss Francs, and other currencies. It lists numerous bonds and their corresponding prices and yields.

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Austrian Quotes
Quotations and Yields of Austrian Eurobonds

Table listing various Austrian Eurobonds, including D-Mark Bonds, U.S. Bonds, and Austria Schilling Bonds, with columns for issue, coupon, repayment, price, and yield.

(R) Purchase for redemption purposes by issuer possible. The bonds so purchased may be used for repayment according to plan. (...) Repayment at a premium. (G) Government Guarantee. (S) Local Government Guarantee. Yield calculations are based on the middle price.
Market Maker in Austrian Eurobonds
On international capital markets Austria ranks as Triple A. Shrewd investors prize Austrian securities as safe and attractive investments.
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Girozentrale Vienna
Manager Securities Trading Department: Karl VOHACER, Tel.: 7294670, Telex: 113 35 - Deputy Manager, Eurobond Dealer: Manfred LILL, Tel.: 7294772, Telex: 113 35 - Eurobond Dealer: Helmut DORNER, Tel.: 7294675, Telex: 113 35 - Manager New Issue Syndication: Peter NOWAK, Tel.: 7294674, Telex: 113 35.

Table with columns: SECURITY, ISSUANCE DATE, DENOMINATION, PRICE, YIELD, MATURITY, and other financial metrics. Includes sub-sections for US GOVERNMENT BONDS and US GOVERNMENT NOTES.

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Main financial data table with multiple columns for various financial instruments, including interest rates, maturities, and prices. The table is organized into several sections, such as 'TREASURY BILLS', 'TREASURY NOTES', 'TREASURY BONDS', 'CORPORATE BONDS', 'MUNICIPAL BONDS', 'MORTGAGE BONDS', 'CONVERTIBLE BONDS', 'HYBRID SECURITIES', 'COMMODITIES', 'CURRENCY', 'EQUITIES', and 'FIXED INCOME'. Each section contains detailed data for various issues, including their respective yields and market values.

Bankers Trust International Limited Market Makers in Floating Rate Note Issues. This section contains a detailed advertisement for Bankers Trust International Limited, highlighting their role as market makers in floating rate note issues. It includes a list of various floating rate notes with their respective interest rates, maturities, and other key details. The advertisement also provides contact information for the bank, including its address at 56-60 New Broad Street, London EC2A, and its telephone number, 588 6301-5. The text is presented in a structured, tabular format, making it easy for investors to compare different floating rate note offerings.

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Table with columns: Issue, Middle Price, Current Yield, Life, Yield to Maturity, Repayment, D-manuscript drawing by lot at par S-sinking fund.

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Table with columns: Issue, Middle Price, Current Yield, Life, Yield to Maturity, Repayment, D-manuscript drawing by lot at par S-sinking fund.

WestLB logo and contact information for Westdeutsche Landesbank Girozentrale, including phone numbers and addresses in Düsseldorf, London, and Luxembourg.

WestLB Euro-Deutsche Markbond Yield Index April 30th, 1979: 6.85% (March 30th, 1979: 6.72%)

Table with columns: Issue, Middle Price, Current Yield, Life, Yield to Maturity, Repayment, D-manuscript drawing by lot at par S-sinking fund.

WestLB SD Certificates (Schuldschein-Index) 4 years maturity: 7.25% 5 years maturity: 7.40%

Silky skirmishes in the Battle of Belvoir

BY JOHN LLOYD

20.11.50

AN ENORMOUSLY courteous little phoney war was fought last week in the grounds of Stoke Rochford house, a mock-gothic pile secluded from the howling slipstream of the A1 by a covert and high walls. Stoke Rochford house began life as a vulgar if inconspicuous piece of consumption by some Victorian nouveau-riche: it is now a training establishment for the National Union of Teachers.

of Belvoir, from which the NCB is plotting to wrest more than 7m tonnes of coal a year from the late 1980s on into the third millennium, is some of the best fox-hunting land in the country. The Belvoir hunt is well known among the ranks of the unspeakable while the famed Belvoir beagle is no doubt an object of fear in the burrows of the meatable. The Duke of Rutland keeps his seat in Belvoir Castle and until last year, also occupied that of the chairman of Leicester County Council.

Yet it is not simply, or indeed largely, because the board has had the bad fortune to discover 500m tonnes of coal in one of the more aristocratic enclaves of England that this mammoth inquiry is now formally begun. More important than the landed gentry are the farmers of North-East Leicestershire, together with the inhabitants of the Vale itself, many of whom are commuters to and from Nottingham, Grantham or Leicester.

It is they who provide the backbone of opposition to one of the world's most ambitious mining projects, and who have already ensured that the inquiry into the NCB's proposals will not only deal with the particular grouses of the Belvoirites, but be a test case for coal, the Board's closure policy, and the Government's energy programme, to boot. The Belvoir inquiry is coal's Windscale.

Further, it is precisely because the natives of North-East Leicestershire are highly articulate and capable in organisation that the NCB is now, reluctantly, having to gear itself up to explain its plans to the country, as well as to the locals. In the few hours of hearings in Stoke Rochford hall, it became clear that the argument for or against development would not, in the last analysis, depend on the unsightliness of slag heaps (the NCB now wins international acclaim in making them

slightly), but on the need for coal itself. Mr. Mann made this clear last week, when he presented his exhaustive agenda of issues to be considered when the full-scale inquiry opens. The first two issues read:

"A. NATIONAL ENERGY REQUIREMENTS. The evaluation of total energy needs and forecasts of future energy consumption; alternative sources of power; the need for new UK coal producing capacity and the place of imported coal."

"B. NEED FOR BELVOIR COAL USE. Timing of demand. Cost of Belvoir coal against that of imported coal. Assessment of need against estimates for national economic growth; the CEGB demand forecasts; the quality of the coal; the value of this coal compared with the value of lost agricultural production."

Myriad issues

The further issues—no less than 18 of them—are by no means wholly parochial, but are less broad. Taken together, they logically demand an opening of the NCB's books which will make fascinating listening and reading later this year. Already, Lord Colville has warned that some matters may be commercially sensitive; other questions already posed by the anti-development groups were only capable of being answered on the expenditure of immense time and effort on the part of the NCB; while others again— he instanced industrial relations—were "extremely delicate."

The board, however, cannot plead the Fifth Amendment too often, and indeed it seems it will not. Lord Colville, immediately after issuing that general warning, went on to give details of present exploration which included news of the existence of two large fields—one in North Yorkshire, the other in South Warwickshire—the first of

which has reserves of 600m tonnes, making it potentially even larger than the Belvoir development.

The breadth of the inquiry will allow the anti-development groups to drive hard on what seems likely to be their major attack—that no case has yet been fully proved that the UK needs Belvoir's coal. For this, they are likely to rely heavily on the evidence of Mr. Gerald Manners, Reader in Geography at University College, London, and chief geographer of the NCB.

While Mr. Manners' evidence is still being prepared, and, like others, he awaits fuller information from the NCB, which is expected to be supplied between now and October—he has already laid out what will remain the basis of his objection in a submission to a House of Lords sub-committee which studied coal (in a European context) earlier last year. There, he argued, first that domestic industrial and coking coal markets were all declining and would continue to do so; and second, that the major market, electricity, would also decline, largely because "the public electricity supply system will substantially increase its absolute and relative dependence upon oil and nuclear capacity between 1976 and 1980."

He further argued that large additional supplies of gas will become available from the North Sea, and that export prospects for UK coal were dim. His "alternative strategy" for the NCB is to set much lower market forecasts of around 95m tonnes in 1985 (as against the present 135m tonnes) and as low as 80m tonnes in 1990, as against the present 150-160m tonnes. Accepting this strategy (working back from the general to the particular), Belvoir would not be required.

Mr. Manners admits that Iran and Harrisburg have both been on the side of the NCB, but believes that neither substan-



Mrs. Dorothy Sower, a member of the Vale of Belvoir Protection Group

admission that the development will happen.

There is no doubt, too, that there will be some merry jousting in Stoke Rochford hall before the inquiry is over. Mrs. Dorothy Sower, one of two parish councillors in Hose where one of the three pits is planned to be built, has already shown a willingness to speak out.

"I awoke this morning," she said on the second day of the preliminary hearing, "to see an enormous NCB trailer outside my house. I was told it had broken down. It was no accident. I have no competence over the maintenance of Coal Board vehicles," said Mr. Mann. "Yet even Mrs. Sower, doubtfully as she seems to be, confesses privately to believing that the NCB juggernaut will in the end be unstoppable."

This view is strengthened by further evidence, which must remain impressionistic because no-one has, or is likely to, put it into words. It is that one of the deepest reasons why the anti-development groups are so vocal against the project is that they do not want 3,000 to 4,000 miners descending on Belvoir. Mr. Michael Latham, the MP for Melton, alluded delicately to the matter in an article for *The Field* some 18 months ago. "As the miners came, with their wives and children, pressure would grow to find jobs for their families... by 3000, the whole area would be completely different and the pressure on the remaining agricultural enterprises—of urbanisation would be intense."

A local protector was, in private conversation, more explicit. He had lived in Coalville, west of Leicester and surrounded by pits, and had not liked it: the miners' lifestyle was not his. He had moved to get away from it, and did not want it catching up with him again.

Mr. Michael Ryan, the President of the Leicestershire Mineworkers, thinks that simple dislike of miners explains some of the hostility. He claims it is overblown: that a three-shift system will mean no traffic jams in the leafy lanes; that given time, all would be well. For all that, the Belvoirites are likely to hold to their fears; but they will not express them openly—it sounds like prejudice—and thus cannot defend them. They must in the end depend on Mr. Manners and his projections, on Dr. Coleman and her maps. If these cannot save the anglers and the huntsman, the must set the best deal they can.

Trade fairs at Battersea

From Mr. A. Cadman

Sir—I have learned that Battersea Power Station is to be closed within eighteen months to two years. Surely this magnificent site adjacent to Chelsea Bridge, bordering the Thames should be seized by private enterprise to provide the greatest exhibition centre that anyone could possibly conceive.

The site is large enough, indeed the existing buildings might be capable of adaptation, and the car parking facilities could be ample, not only to provide a real showpiece, but to match up to the facilities that the National Exhibition Centre has developed in Birmingham. While in no way criticising the NE Centre, many of us have found it to be less easy to persuade export buyers and heads of firms to go up to the Midlands as opposed to carrying out their business here in London. The limitations, especially car parking, of Earls Court and Olympia are well enough known for my suggestion of the new Battersea centre to be no criticism of their role.

Examination of the Battersea site reveals all the facilities for multiple level parking, and ample approach roads. Therefore surely here we have perhaps the greatest opportunity of this century to produce a truly international trade fair and exhibition centre matching, indeed probably excelling, its competition in France, Germany and Italy.

May I hope that a private enterprise consortium will step forward swiftly and press ahead with negotiations with the Electricity Generating Board and thereafter under the inspiration of a new Government, which we all believe to be export minded, set forward to persuade Greater London Council and other authorities to permit rapid planning and development.

Anthony G. Cadman, 34/35 Old Bond Street, W1

Paperwork and efficiency

From Mr. F. Newton

Sir—I have just copied two headings from your letter column of May 9. I submit that Dr. Doughty's letter—'Paperwork is the problem—sets out one important reason why the majority of taxpayers, especially the self-employed, just will not believe that Mr. Christopher's colleagues are efficient in the full sense of the word.'

F. D. Newton, Chestnut Farm, Braunston, Oakham, Rutland.

Accountancy bodies

From Mr. F. Waine

Sir—While one might have some sympathy with the views expressed by Mr. Waters (May 10), the existing position is that

Letters to the Editor

there is a gap between small and large trading firms and between the auditors and industrial/commercial accountants.

In calling for "a need... to develop common standards for accounting, auditing and reporting," Mr. Waters seems to be weighting his comments towards the auditing side of the profession. Accountants in industry, as part of a management team, should be using their expertise to assist with the creation of wealth, and directing their company's resources to this end. I doubt if accounting standards have much to offer in this area.

If the accounting profession is to remain united, the first step must be to stop the further proliferation of accounting bodies. To this end the Consultative Committee of Accountancy Bodies should (1) integrate all second-tier bodies and (2) request the Government to prevent any further accounting bodies being formed. This should be followed as an initial step, by a federation of all accounting bodies whose examinations are recognised as equivalent to degree standard.

T. E. Waine, 8 Stockwell Close, Downend, Bristol.

Safe power stations

From the Managing Director, Smith & Forrest (Oils).

Sir—Surely the occurrences at Three Mile Island provide a possible long-term conclusion not unfavourable to the use of nuclear power. A nuclear power station regarding the design of which there were certain well known reservations to which no solutions had been applied, "went critical." The reasons for this need not concern us here but it appears that the resultant action was a complete "snafu."

Norman Jenkins, Whitehill, Epsworth, Farnham, Surrey.

Nuclear energy

From Mr. N. Jenkins

Sir—Repercussions of the Three Mile Island accident are, from recent reports, to lead to a 10-nation security meeting, they have supported anti-nuclear demonstrators in many countries and are obviously going to have serious effect on public acceptance of nuclear power generation for a long while to come.

While in no sense supporting the anti-nuclear brigade I would endorse the question asked by Sir Francis Tombs, the chairman of the Electricity Council, suspecting the extent of real knowledge, compared with emotion, in any evaluation of the services to civilisation of nuclear-powered energy.

Norman Jenkins, Whitehill, Epsworth, Farnham, Surrey.

Marketing the post code

From Mr. R. Thomas

Sir—Britain needs innovation in marketing, and it could be that the Post Office has uncovered a new promotional approach using a hidden threat.

Today's Events

- GENERAL:** UK: Confederation of British Industry publishes its representations to the new Chancellor of the Exchequer on tax changes in the Budget.
- Hungerford rail bridge into Charing Cross closes for £5m repairs until September 30—two passes on Underground for 30,000 commuters.
- Civil and Public Services Association conference opens, Conference Centre, Brighton (until May 17).
- Transport Salaried Staffs' Association conference opens, The Spa, Scarborough (until May 18).
- Public inquiry opens into oil disaster, Bantry Bay.
- National Association of Teachers in Further and Higher Education withdraw good will-in support of 28 per cent pay claim. Work starts on £2.5m Thames by-pass.
- Sir Kenneth Clark, Lord Mayor of London, attends Societe Makers' Company 350th anniversary dinner, Guildhall.
- Wine and Spirit Trades' Benevolent Society annual dinner, London, speakers include Mr. Maxwell Joseph, the Society's president.
- Overseas: EEC Finance Ministers meet in Brussels. NATO Defence Ministers meet in Brussels.
- Mr. Geng Biao, Chinese Vice-Premier, Foreign Relations, arrives in Sweden at start of six-day visit to Scandinavia.
- Ministerial meeting in Kabul on industrial and technical cooperation among developing countries under UNIDO auspices (until May 17).
- OFFICIAL STATISTICS:** Department of Trade publishes April provisional figures for retail sales. Department of the Environment publishes housing starts and completions for March; first quarter slum clearance; first quarter house renovations—work completed; first quarter building society house prices and mortgage advances.
- COMPANY RESULTS:** Final dividends: Aberdeen Investments, Bishopsgate Trust, Cakerbread Robey and Company, Cater, Ryder and Company, Estates and General Investments, Gieves Group, Polymark International, Readicut International, Tysons (Contractors), UDS Group, Young Companies Investment Trust. Interim dividends: Caplan Profile Group, Land Investors, E. J. Riley, Interim figures: Clydesdale Investment.
- COMPANY MEETINGS:** See Financial Diary on Page 30.

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Swiss Center Office,
608 Fifth Avenue
San Francisco:
120 Montgomery Street (S.2200);
Union Square Office,
250 Stockton Street
Singapore:
1303 Ocean Building,
Collyer Quay
Tokyo:
Furukawa-Sogo Building,
6-1, Marunouchi 2-chome,
Chiyoda-ku

Lima:
Carama 370-Of. 703
Los Angeles:
800 West Sixth Street
(S. 1220)
Madrid:
Alcala 95-7º
Melbourne:
Nauru House, 80 Collins Street
Mexico:
San Juan de Leirán 2-3203
Panama:
Calle Elvira Méndez 10,
Apartado 61
Paris:
41-bis, rue Scribe
Rio de Janeiro:
Av. Rio Branco 99, 18º andar
Sao Paulo:
Rua Liberto Badaró 293
(C. 2º A)
Sydney:
Australia Square Building
(S. 4216)
Tehran:
Khabaneh Sepahbod Zahedi,
Azarshahr 6 (3rd Floor)

Subsidiaries and affiliated companies in 15 countries throughout the world.

Swiss Bank Corporation
Schweizerischer Bankverein
Société de Banque Suisse

Total assets (end 1978): Sfr 62,244 million. Customers deposits: Sfr 33,588 million. Capital and reserves: Sfr 3,725 million. Advances to customers: Sfr 22,251 million. Net profit: Sfr 223 million. Number of staff: 12,050.

Companies and Markets INTL. COMPANIES and FINANCE

SAINT GOBAIN DISPOSES OF DAVUM Exit a loss-making steel stockholder

BY TERRY DODSWORTH IN PARIS

SAINT Gobain-Pont-a-Mousson, the diversified French conglomerate, took a further step yesterday in its loss-trimming programme, with the disposal of Davum, its steel stockholding subsidiary.

Davum has lost a total of FFf 195m (\$45m) over the last four years, of which some FFf 18.7m emerged last year on a turnover of a little over FFf 3bn.

SAINT Gobain took Davum on in a period when it was aiming to develop an international training arm on the model of the Japanese companies. The collapse of the steel industry, however, undermined the effort to diversify Davum's activities, exposing it to the tightening conditions on the steel market.

reorganisation measures. Last year the glassmaking to engineering group made net profits of FFf 450m (\$104.7m) compared with FFf 642m in 1977.

Growth year expected by Sandvik

By Victor Kayfetz in Stockholm

PROFITS growth of around a fifth at the pre-tax level is forecast for 1979 by Sandvik, the Swedish cemented carbide and steel company.

Iveco ahead of budget with modest profit

BY KENNETH GOODING, MOTOR INDUSTRY CORRESPONDENT

IVECO, Europe's second-largest commercial vehicle manufacturing group, made a small profit after tax and depreciation in 1978, the incoming chairman Sr. Jacques Vandamme, reports.

Previously the group, which is 80 per cent owned by Fiat of Italy and 20 per cent by Klockner-Humboldt-Deutz of West Germany, had said it would do well to break even in the poor market conditions of 1978.

Sharp first half gains at Barlow Rand

By Jim Jones in Johannesburg

CONSOLIDATION of GEC South Africa and packaging major, Nampak, was the main factor behind a sales rise of 50 per cent for mining and industrial conglomerate, Barlow Rand, in the six months to March 31 1979.

CURRENCIES, MONEY and GOLD

Economic fears boost gold

BY COLIN MILLHAM

Market observers who have become used to increases in the price of gold coinciding with a fall in the value of the dollar, have seen something of a paradoxical situation building up recently.

Since gold touched a record \$254 on February 22, the dollar has tended to strengthen on the foreign exchange market. This has been accompanied by a generally quiet bullion market, with gold trading down to

Other countries are suffering from similar problems however, particularly Japan. On April 17 the yen/dollar rate stood at Y217.25, but soared to Y225.90 on May 2, and has only been brought back by heavy support for the yen by the Japanese and U.S. authorities.

Doubts about the world economic picture in general, rather than just the U.S., may be proving a strong inducement to buy gold at present.

CURRENCY RATES

Table with columns: May 11, Bank rate, Special Drawing Rights, European Unit, etc.

OTHER MARKETS

Table with columns: May 11, Argentina Peso, Australia Dollar, etc.

THE DOLLAR SPOT AND FORWARD

Table with columns: May 11, Day's spread, Close, One month, etc.

THE POUND SPOT AND FORWARD

Table with columns: May 11, Day's spread, Close, One month, etc.

EXCHANGE CROSS RATES

Table with columns: May 11, Pound Sterling, U.S. Dollar, Deutschemark, etc.

LONDON MONEY RATES

Table with columns: May 11, Sterling Certificate of Deposit, Interbank, etc.

MONEY RATES

Table with columns: NEW YORK, Prime Rate, Fed Funds, etc.

GERMANY

Table with columns: Discount Rate, Overnight Rate, etc.

FRANCE

Table with columns: Discount Rate, Call (Unconditional), etc.

JAPAN

Table with columns: Discount Rate, Call (Unconditional), etc.

FRANCE

Table with columns: Discount Rate, Call (Unconditional), etc.

JAPAN

Table with columns: Discount Rate, Call (Unconditional), etc.

LOCAL AUTHORITY BOND TABLE

Table with columns: Authority, Annual Interest, Life, etc.

FINANCE FOR INDUSTRY TERM DEPOSITS

Table with columns: Deposits of £1,000-£50,000, Interest, etc.

PENDING DIVIDENDS RECENT ISSUES

For the convenience of readers the dates when some of the more important company dividend statements may be expected in the next few weeks are given in the following table.

Table with columns: Company Name, Dividend Date, Dividend Amount, etc.

RECENT ISSUES

Table with columns: Issue Price, Latest Return, 1979 High/Low, etc.

FIXED INTEREST STOCKS

Table with columns: Issue Price, Latest Return, 1979 High/Low, etc.

"RIGHTS" OFFERS

Table with columns: Issue Price, Latest Return, 1979 High/Low, etc.

BASE LENDING RATES

Table with columns: Bank Name, Lending Rate, etc.

Public Works Loan Board rates

Table with columns: Term, Rate, etc.

ALLEN HARVEY & ROSS INVESTMENT MANAGEMENT LTD.

Table with columns: Investment Type, Value, etc.

This announcement appears as a matter of record only.

Can. \$100,000 Province of Saskatchewan

10% Debentures (Semi-annual interest) To mature May 15, 2004

Price: 99.25 and accrued interest to yield approximately 10.08%

Table listing various financial institutions and their services, including Dominion Securities, Bell Gunkin, etc.

CORAL INDEX: Close 532-537

INSURANCE BASE RATES

Table with columns: Property Growth, Vanbrugh Guaranteed, etc.

INSURANCE Ready to read between the lines

THE QUEEN'S Speech tomorrow will disclose the Government's immediate legislative intentions and insurers, like everyone else, will do their best to read between the lines to discern both what effect the political masters at Westminster will have on the existing plans of government departments and the views of individual civil servants with whom the industry has to work.

APPPOINTMENTS Group chief for Negretti & Zambra

NEGRETTI AND ZAMBRA GROUP has appointed Mr. John Hope, formerly managing director of G.E.C. Medical Equipment as group managing director of Negretti and Zambra. The company says Mr. Hope's appointment reflects the increasing strengths of Negretti and Zambra's growth in advanced electronic and microprocessor based products.

WORLD STOCK MARKETS

Table of world stock markets including NYSE All Common, Montreal, Toronto Composite, Johannesburg, and various European indices like Amsterdam, Brussels, Copenhagen, Stockholm, Vienna, and Milan.

Table of European stock markets including Amsterdam, Brussels/Luxembourg, Spain, Tokyo, Stockholm, Vienna, and Milan.

WALL STREET

Table of Wall Street stock prices for various companies including Abbott Labs, Alcoa, Amstar, and others.

NEW YORK

Table of New York stock prices for various companies including Johnson & Johnson, IBM, and others.

CANADA

Table of Canadian stock prices for various companies including Alcan, Inco, and others.

Handwritten signature 'C. J. ...' and other scribbles at the bottom of the page.

Companies and Markets

INTERNATIONAL CAPITAL MARKETS

BY FRANCIS GHILES

INTERNATIONAL BONDS

A one-way street in straights

GLOOM pervaded all major sectors of the international bond markets last week as continuing fears of rising inflation and interest rates led to what many dealers referred to as an "investor's strike."

in the major sectors, prices drifted down but the story was not quite the same everywhere. In the U.S. dollar sector the volume of trading, with the exception of last Wednesday, was very low but the floating rate note sector remained firm, with increases of up to 1 point on the week.

in the Deutsche-Mark sector prices stabilised last Friday after falling most of the week which led a number of bankers to argue that the last days of a sell-out were being witnessed.

in the Swiss franc sector, despite the new issue for SNCF being covered, the sharp rise in coupons offered on subsequent issues suggests that real investor interest remains hard to attract.

INTERBANK RATES

Eurocurrency rates ease from peaks

KEY EUROCURRENCY interest rates for interbank deposits in the main hard currencies - Deutsche Marks, Swiss francs and yen - have fallen back from their peak levels touched last month.

The flight from the dollar during 1978, particularly in commercial leading and lagging operations, is now estimated among European central banks to have totalled upwards of \$80bn.

into foreign exchange markets to restrain the advance of the American currency.

rest rates in Europe and Japan will have to climb further, as part of measures to combat inflation. Upward pressure on oil prices in recent weeks has increased, contributing to an accelerating international inflation.

is a delicate subject but one on which French State borrowers, and not only in this sector of the bond market, have proved to be determined bargainers.

BY OUR EUROMARKET STAFF

OPEC surplus boost

WASHINGTON - Mr. Treasury Secretary, U.S. Treasury Under-Secretary, said he expects OPEC members to show an aggregate current account surplus of \$25bn-\$30bn this year after about \$5bn last year.

this year, whole current account deficits are likely to total about \$80bn in 1979 and possibly more in 1980, he said.

FT INTERNATIONAL BOND SERVICE

Table with columns: U.S. DOLLAR STRAIGHTS, Issued, Bid, Offer, Change on day, Yield. Includes entries for Nixon, CECA, Canada, etc.

Table with columns: DEUTSCHE MARK STRAIGHTS, Issued, Bid, Offer, Change on day, Yield. Includes entries for American, Argentine, Australia, etc.

Table with columns: SWISS FRANC STRAIGHTS, Issued, Bid, Offer, Change on day, Yield. Includes entries for Asea, Amer. Exp. Int., etc.

Table with columns: YEN STRAIGHTS, Issued, Bid, Offer, Change on day, Yield. Includes entries for Asian Dev. Bank, Australia, etc.

Table with columns: OTHER STRAIGHTS, Issued, Bid, Offer, Change on day, Yield. Includes entries for Nordic, Ex. Dev. Cpa., etc.

Table with columns: CONVERTIBLE BONDS, Cmv. Crv., Bid, Offer, Chg., Prem. Includes entries for American, BGF, etc.

Table with columns: BONDTRADE INDEX AND YIELD, May 11, May 4, High 78, Low 79.

Table with columns: EUROBOND TURNOVER (nominal value in \$m), U.S. \$ bonds, Other bonds.

STRAIGHT BONDS: The yield is the yield to redemption of the mid-price; the amount issued is in millions of currency units except for Yen bonds where it is in billions.

CURRENT INTERNATIONAL BOND ISSUES

Table with columns: Borrowers, Amount m., Maturity, Av. life years, Coupon %, Price, Lead manager, Offer yield %.

U.S. BONDS BY JOHN WYLES

An unexpected recovery

CONTRARY to some expectations bond prices climbed modestly in New York last week with the particularly hard hit government sector showing some recovery from the ravages of the last few weeks.

pointed out at the end of last week that despite high inflation and strong credit growth in this business cycle only government issues and mortgages are significantly above their record cyclical yield peaks of 1974.

Meanwhile, a panel of economists employed by the Business Council, an influential group of the heads of more than 100 major corporations, predicted a mild recession in the third and fourth quarters of this year.

10,000,000 Japanese Yen

EUROFIMA

SOCIÉTÉ EUROPÉENNE POUR LE FINANCEMENT DE MATÉRIEL FERROVIAIRE

6 1/2% Japanese Yen Bonds of 1979, due April 15, 1986

Table listing various financial institutions and their roles in the bond offering, including Daiwa Securities Co. Ltd., Amsterdam-Rotterdam Bank N.V., etc.

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The Peugeot 604

MADE TO MEASURE FOR THE HIGH MILEAGE DRIVER.

It takes a special car to suit a high mileage driver. Comfort is essential. So too is power in reserve for ease of overtaking and effortless high-speed cruising. The Peugeot 604 is such a car. The 2.7 litre V6 engine powers both the 604 SL Carburettor and TI models. The TI boasts a five-speed manual gearbox, electronic ignition and Bosch K-Jetronic fuel injection for extra performance. It takes you from 0-60 mph in just 9 seconds, only a tenth of a second slower than the BMW 733i. And, police forces of Europe permitting, develops a top speed of 120 mph. Alongside power and performance comes a remarkably smooth ride, the result of all round independent suspension. Driver and passengers are carried in space and total comfort. And features usually associated with far more expensive cars, power steering, centralised door locking, tinted glass, electric windows and sun roof all come as standard. If you prefer to arrive cool and relaxed, prove our claims for yourself. Visit one of our nationwide network of 250 dealers. They'll gladly arrange for a test drive.



Recommended retail prices correct at the time of going to press from £7,394 for the SL Carburettor and from £8,390 for the TI fuel injection. Standard items include tinted glass, electrically operated sun roof and windows, power steering and centralised door locking. The TI price includes a five-speed manual gearbox, lacquered metallic finish and electronic ignition. Automatic transmission, leather upholstery, air conditioning and electric window wash/wipers are available as options. Prices include V.A.T. car tax and seat belts but excludes delivery charges and number plates. Source of acceleration figures: 0-60 mph: 604 TI-Car Magazine; BMW 733i Autocar; 604 TI top speed - What Car?!



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I am interested in the Peugeot 604. Please send me your information pack.

Name

Address

Customer Relations, Peugeot Automobiles (UK) Ltd., 375 Westwood Avenue, London W3 9RS. Tel: 01-993 2331.

Jim Davis

AUTHORISED UNIT TRUSTS

Table of authorized unit trusts including Abbey Unit Tr. Mgrs., A.H.R. & R. Unit Tr. Mgrs., and various other fund managers with their respective assets and performance metrics.

Table of various unit trusts such as British Overseas, British World, and British American, listing their assets and performance.

Table of insurance and property bonds, including Crown Life Assurance, British Life Assurance, and various other insurance companies.

Table of insurance and property bonds, including British Overseas, British World, and British American, listing their assets and performance.

Table of various unit trusts such as British Overseas, British World, and British American, listing their assets and performance.

Table of insurance and property bonds, including Crown Life Assurance, British Life Assurance, and various other insurance companies.

Table of insurance and property bonds, including British Overseas, British World, and British American, listing their assets and performance.

OFFSHORE AND OVERSEAS FUNDS

Table of offshore and overseas funds including Alexander Fund, Allen Harvey & Ross Unit Mgr., and various other international fund managers.

NOTES: This page does not include a premium... and are in price unless otherwise indicated.



بنك أبوظبي الوطني
NATIONAL BANK OF ABU DHABI
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WEEK'S FINANCIAL DIARY

The following is a record of the principal business and financial engagements during the week. The Board meetings are mainly for the purpose of considering dividends and official indications are not always available...

Table with columns: TODAY, TOMORROW, WEDNESDAY MAY 16, THURSDAY MAY 17, FRIDAY MAY 18. Lists company meetings and dividend/interest payments for various firms.

INVEST IN 50,000 BETTER TOMORROWS!

50,000 people in the United Kingdom suffer from progressively paralyzing MULTIPLE SCLEROSIS—the cause and cure of which are still unknown—HELP US BRING THEM RELIEF AND HOPE. We need your donation to enable us to continue our work for the CARE and WELFARE OF MULTIPLE SCLEROSIS sufferers and to continue our commitment to find the cause and cure of MULTIPLE SCLEROSIS through MEDICAL RESEARCH.

RUGBY CEMENT
Record profit in a far from easy year

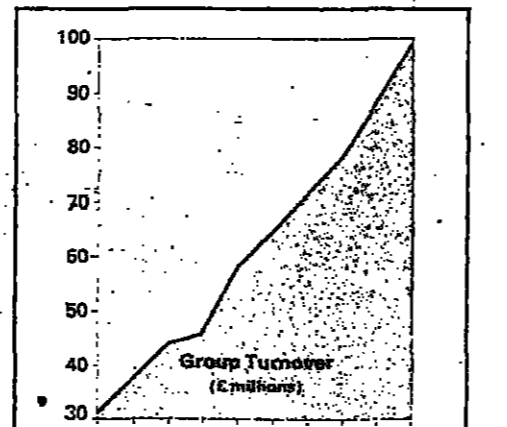
The following are extracts from the speech to shareholders by the Rt. Hon. Lord Boyd-Carpenter, D.L., Chairman. For all its difficulties 1978 turned out to be a somewhat better year than I thought likely last year. But inflation, Governmental muddling and meddling, a low level of activity in the building industry in particular and in the economy in general, all contributed to make it a far from easy one.

make use of the Safeguard Provisions of the 1977 Act and the full increase in prices originally sought has been in effect from 19th March. At the time which it is necessary for this speech to be sent to the printers I am not aware of the terms of the Price Commission's Report.

Capital Structure 1978 was in other ways as well a year of considerable significance in the Company's history and a change under which both the Participating (non-voting) and Nelson "A" Shares were converted on fair terms into Ordinary Shares of The Rugby Portland Cement Company was approved.

Table titled SALIENT FIGURES comparing 1978 and 1977 figures for Turnover, Trading Profit, Net Interest and Investment Income, Profit before Taxation, Profit after Taxation, and Earnings per Share.

Retirement Benefit Schemes 1978 also saw the introduction for the first time in the Company's history of properly funded Retirement Benefit schemes under which benefits are payable as of right.



Parmelia Hotel Although the Hotel Parmelia at Perth in Western Australia is operated to very high standards, probably the highest in Australia, experience has shown that the operation of a single hotel unconnected with a hotel organisation or other hotels gives rise to serious problems.

Activity Overseas Your Company, in many cases in co-operation with Ciments Français, has continued to investigate possibilities of investment in appropriate countries as we are convinced that our activities should be extended into any part of the world in which appropriate conditions and opportunities exist.

Developments at Rochester and Southam During the year much progress was made in the modernisation and expansion of our Works at Rochester which will produce both a saving in energy and a substantial expansion in capacity.

Cockburn Cement Limited Cockburn Cement Limited, of which we own 85% of the equity, has also improved its position. For the year 1978 profit before taxation amounted to A\$6,205,000 against a comparable figure of A\$5,524,000 for 1977.

Staff In a year which has seen much turmoil and dislocation in the country as a whole it is particularly pleasant to be able to record that the workers in your Company at all levels have worked loyally and efficiently.

Copies of the Report and Accounts containing the full Speech by the Chairman can be obtained from the Secretary, Rugby Portland Cement Company Limited, Crown House, Rugby.

COMPAGNIE FRANÇAISE DE L'AFRIQUE OCCIDENTALE

At a Meeting held on 18th April 1979, the Board examined the accounts for the financial year ended 31st December 1978. The net profit after allowing for depreciation, provisions for risks and taxation, amounted to Frs. 4,447,087 arising from the transfer of the assets of the former branch in Douala to a Subsidiary, CFAO CAMEROUN.



Davies & Newmann HOLDINGS LIMITED

Salient Points from Statement of the Chairman, Mr. F. F. Newman, M.C. Profits £2,000,000 for the first time. All major activities operating profitably.

The results of the shipping company for the first quarter of the current year have been better than last year and at this early stage there are no special signs which would indicate a down-turn in market conditions.

Summary of Results table comparing 1978 and 1977 figures for Turnover, Operating Profit, Profit before tax, Taxation, Profit after tax, Shareholders' Funds, Dividends Pence per Share, and Earnings per share.

Copies of the Directors' Report and Accounts for 1978 may be obtained from the Secretary, Davies & Newmann Holdings Limited, Bilbao House, 35-38 New Broad Street, London, EC2M 1NH.

SHARNA WARE LTD. PROFITS AGAIN A RECORD

The 13th Annual General Meeting of Sharna Ware Limited was held on May 11 in Manchester. The following is the consolidated statement of the Chairman and Joint Managing Director, Mr. Sydney Orchain:

It is my pleasure to report profits before tax of £814,850 compared with last year's record figure of £700,870, an increase of 30.5%. The consolidated balance sheet shows a further improvement in the Group's financial strength with short-term deposits and cash amounting to £2,032,921, an increase of almost £900,000.

FINANCIAL TIMES REPORT

Monday May 14 1979

Bremen

The smallest of West Germany's federal states, Bremen has led the rest of the Federal Republic in several areas such as education, housing and social services. But accusations of over-spending are one of a number of factors that may make it difficult for the ruling Social Democrat government to stay in power after the elections later this year. ADRIAN DICKS reports.

City state that works

BREMEN, THE smallest of the 11 West German federal states, made international headlines last year by playing host to the meeting of the heads of government of the Nine, which gave shape to the European Monetary System. This year, Bremen goes to the polls to make a fundamental political choice no less clear than that faced by the British electorate 10 days ago. Does it want another four years of what it already knows well—pragmatic Social Democrat rule, flavoured with a little Left-wing rhetoric yet built around consensus—or does it feel restless and dissatisfied enough to opt for change?

styles itself) has trading links with the British Isles that go back centuries and are now stronger than ever before. Thus trade between Britain and the ports of Bremen and Bremerhaven doubled from DM 673m in 1970 to DM 1.4bn in 1978, when it made up two-thirds of Bremen's trade with the entire European Community, while trade with Britain by Bremen companies rose almost fivefold during the same period.

This month, Herr Dieter Tiedemann, Bremen's senator for economic affairs and trade, leads a mission to London and Birmingham with the aim of putting to British business leaders the city state's advantage as a centre for new industrial investment. As all this suggests, there is a long and friendly tradition of contact between the city state and the UK.

Yet there is also an analogy between the two in the basic political choices that face them as the 1980s approach. Bremen, like Britain, has to decide whether—or how far—a welfare state can go on growing and improving if the activities that ultimately foot the bill for it are passing through a difficult patch.

The long years of Social Democrat rule have given Bremen much to be proud of. It has a European record in new residential building, having

constructed no fewer than 225,000 new apartments between 1946 and the beginning of last year, two-thirds of them for council tenants, and this for a population of just over 700,000 for Bremen and Bremerhaven taken together.

In education, too, the city state can claim to be a pioneer, with 60 per cent of teenagers attending Gymnasium or Realschule—the rough equivalents of the British grammar school—before the introduction of the comprehensive-style Gesamtschule (in which Bremen was also ahead of the rest of the country). The proportion of pre-school age children attending free Kindergarten, at 60 per cent, is also a first.

Bremen's approach to the problem of helping foreign workers adjust to German life has also shown a sensitivity not so far found elsewhere in the country, as, for example, in the Turkish language course now given to hospital nurses in order to help them deal with the immigrant women who now take up a quarter or more of the city's maternity beds.

The list could be extended to health, sports facilities and other social services. But what has been slower to gain acceptance has been the understanding that this imposing welfare state, so long a model for the rest of West Germany, needs to be paid for.

Critics of the SPD would say that this point is still not well enough appreciated, and that the party's instinct is to go on spending as if there were no tomorrow. Herr Hans Koschnick, Lord Mayor of Bremen since 1967, seems to have been concerned enough at the possibility of the SPD's losing the absolute majority it has held since 1971 to give up his post as a national party vice-chairman and to return full-time to the local scene. The relatively strong Free Democratic Party (FDP) in Bremen hopes to win enough votes to set a foot back into the door of coalition government, while the local Christian Democrats (CDU) are also hoping that disillusionment among Bremen's traditionally hard-core SPD electorate may be great enough to break Herr Koschnick's firm grip on office on October 7.

Both opposition parties have seized on two issues which they will doubtless go on plugging hard. First, the Bremen school reform, which has enraged a good many parents for reasons familiar enough to anyone who has lived through the comprehensive debate in Britain. There is talk of more parents seeking private schooling, and of a fight to the outer suburbs of the city, which lie in Lower Saxony (though this may have as much to do with differences in property prices as with

educational principles).

A second weak spot for the Bremen SPD Government is the city's state level of debt. At DM 8,000 or more per head of population, the opposition is making much of the claim that this is the highest of any federal state, and is warning that on present trends, new borrowings will by 1983 be only just sufficient to service existing debt. In fact, many other German cities have a higher per capita debt. If, as in the Bremen figure, the municipal debt and that of the state government are taken together.

There is much talk, too, of the increasing influence within the SPD of the Left-wing "intellectuals," of a younger generation than the SPD veterans who came up the trade union ladder. Not only the CDU and FDP, but many on the right of the SPD itself in national politics are deeply suspicious of this faction. The Left is held responsible for such episodes as the clumsy attempt at "worker control" at the Bremen Radio Authority. It is also accused of wishing to make the city state into a hot-house of reckless and costly social experimentation, to the detriment of personal freedom as well as of the business climate.

At the same time, Herr Koschnick himself is reproached with being too spineless a consensus politician, choosing to

make party unity his prime concern, even if this means the adoption of doctrinaire left-wing programmes, and reluctant to fight for the more moderate, social democratic policies which he is believed to favour personally. The last straw for the opposition, as for many Bremen businessmen, was the appointment of Herr Henning Scherf, the state SPD chairman and a leading figure on the Left, as senator in charge of finance—a move that his opponents saw as tantamount to putting the fox in charge of the chicken coop.

Suggestions

Herr Scherf himself rejects such suggestions, and emphasises that all elements in the SPD are behind him in what is new a two-pronged approach to the city-state's financial problems—cutting administrative and staff costs on the one hand, and concentrating available funds where they are most needed.

The top priority, all parties can agree, is the strengthening of Bremen's economic structure. Here, Herr Scherf and Herr Tiedemann, the economics senator, both firmly stress the temporary nature of the SPD's plans to intervene in distressed industries. Yet it is hardly a matter of dispute that aid of some kind will be needed for

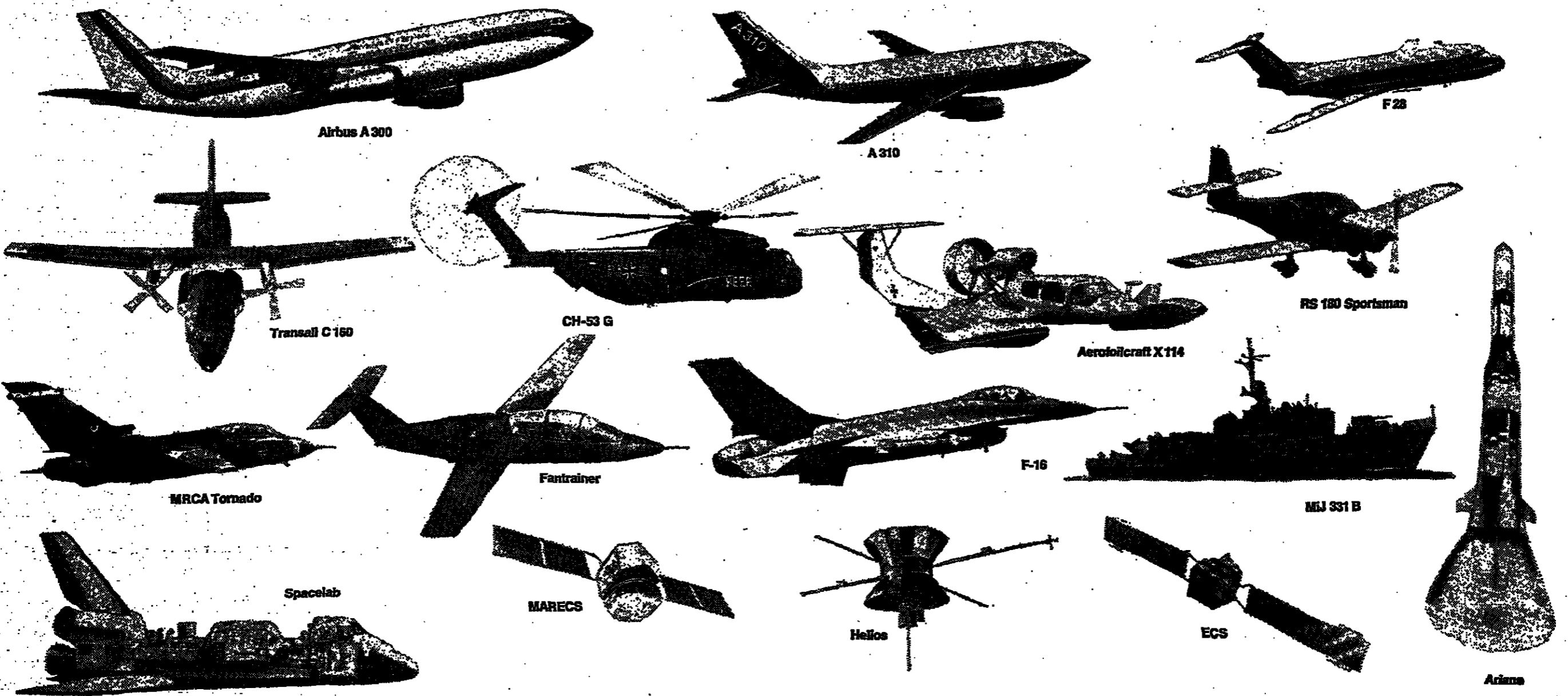
shipbuilding and fisheries. Nor is there serious opposition to the Bremen authorities' policy of attracting new industry, whose major success to date has been the announcement by Daimler-Benz of plans to extend its works in the city. Some in the SPD may have disliked the high cost Bremen is paying for this development, which has also involved the hasty revision of green belt rules and has laid the Bremen government open to the charge of playing favourites to the benefit of a particularly large and rich industrial employer. The ramifications of the plan even at one point obliged Herr Koschnick himself to go to the site to mollify hundreds of angry tenants of vegetable plots threatened by Daimler-Benz's plans (the city has given all of them new allotments elsewhere). Yet there is little quarrel with the need to change emphasis and to turn attention to the Bremen economy.

So has Bremen's reputation for radical experimentation, financed by deficit budgeting, reached its high water mark? Herr Horst-Juergen Lahmann, state FDP leader and a rising figure in his party nationally, believes a more cautious mood is now taking hold, and that indeed it must unless Bremen is to find itself attacked by more conservative forces elsewhere in the country. This in

turn could conceivably revive old arguments about whether the city state of 700,000 people is sufficiently viable to remain independent and on the same footing as North Rhine-Westphalia, with its 17.5m people. Such ideas were easier to shrug off in the days before Bremen became a heavy net receiver of tax funds from the rest of the country to balance off its own revenue shortfall—a state of affairs that has lasted for most of the 1970s.

If the question of independence should ever seriously be raised again, there can be no doubt that the city state would close ranks at once. Suggestions from politicians in neighbouring Lower Saxony that the federal constitution be changed to allow it to swallow up Bremen and Bremerhaven have stirred up a storm in the past and would undoubtedly do the same again.

Whether consensus politics, which have served Bremen so well in the past, now need some such external filip is a matter of heated debate. Yet to outsiders, some of the city state's preoccupation with political polarisation seems less compelling than it does to Bremeners themselves. The overriding first impression of Bremen is that of a city state that works. On closer acquaintance, that impression merely grows steadily stronger.



The sum of our experience.

Take a look at the list of programs VFW-Fokker has been involved in. You'll notice that it includes some of the major developments in European aerospace and defence technology.

We feel that the experience we've gained in the process is a necessary prerequisite for and a vital ingredient of the solutions that have to be found for the technological tasks of the future.

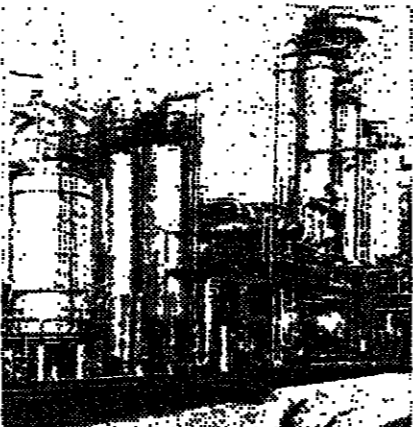
We are eager, and indeed well equipped, to tackle those tasks. On which we will always bring to bear not just some of our experience. But the sum of our experience.

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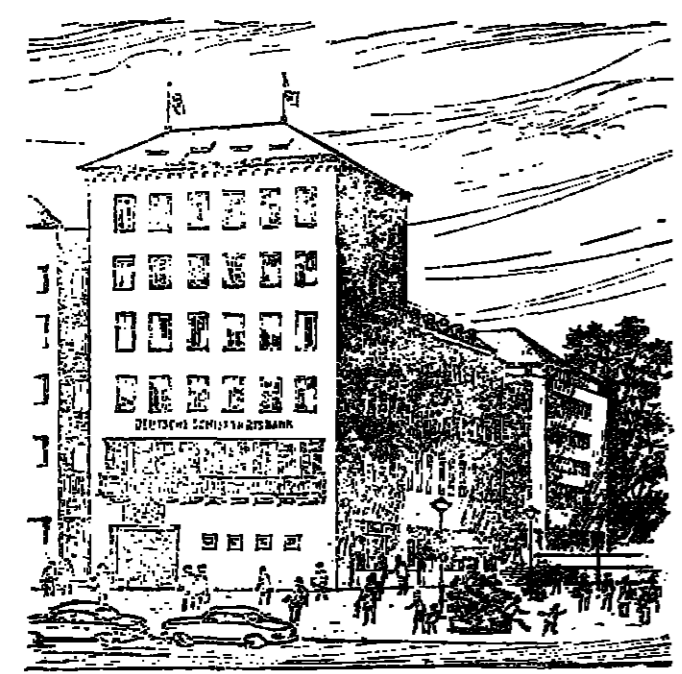
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Shipbuilders in trouble...

IT SEEMS something of a paradox that while Bremen's prosperity remains heavily dependent on its ports, the industries that have grown up naturally alongside them are almost all in deep trouble.

Shipping, shipbuilding and deep-sea fishing are sectors in which Bremen has long traditions and expertise second to none in Germany—or, indeed, the rest of northern Europe.

All three are, at present, struggling with crises that are not of their own making, but that reflect the consequences of the past four years of deepening recession and growing protectionism in world trade.

Shipping and shipbuilding are both the victims of similar influences—the remorseless rise in the external value of the Deutschmark up to the beginning of 1979, the increasing sophistication and aggressiveness of new competitor nations, and the resort to subsidies and other more or less protectionist devices by other Western industrialised countries.

Deep-sea fishing, an industry where only two years ago, Bremen provided two-fifths of the West German catch, has found itself cut off to a large extent from Icelandic and other distant waters for which its sophisticated vessels were purpose-built.

Despite the optimistic public relations surrounding such projects as Antarctic krill, fishermen and fish-processing workers in Bremerhaven can hold out little hope that this situation is going to improve in the short- or medium-term.

In A.G. Weser and Bremer Vulkan Bremen has two of West Germany's largest and most versatile shipyards. No less important to the city state's economy are the seven smaller yards, some of them comfortably insulated by a high degree of specialisation against even the current crisis.

The outlook is bleak, nonetheless. A.G. Weser is working at only 50 per cent of capacity, with half its workforce on short time. It is achieving even this figure only through construction of a big floating dock, capable of taking vessels of up to 150,000 dwt, which it will put to use itself as part of a bid to build up the ship repair and refitting side of its business.

Commissioning of the floating dock will give Bremen and Bremerhaven between them a complete range of ship-repairing facilities, with an eye on today's concern with pollution that is pushing tanker-owners towards strengthening hulls, the city state hopes for work in this area.

Bremer Vulkan, to judge from its annual report issued in late April, is in better shape, with work in hand on a series of frigates for the West



Container handling facilities at Bremerhaven

German Bundesmarine and on the refitting of the passenger liner Europa, as well as those of three freighters due to be turned into container carriers.

On both the naval project and the Europa, shipbuilding experts expect some sharing of work with A.G. Weser, which is in any event hoping for up to six frigates to be ordered by Bonn in the context of its modernisation programme for West German naval forces committed to NATO.

Hoping

For the future, however, there seems little sign yet of the turning of the corner which the industry has been hoping to see by the early 1980s. The Federal Defence Ministry does not have an unlimited need for new warships, while the cancellation of Iran's big submarine order to a Hamburg yard (no surprise in itself) has not encouraged the industry to hope for much work from the always politically sensitive export market. A test may come within the next few months for Bonn's weapons export policy if—as is widely expected—a German yard secures confirmation of a long-mooted order for frigates from Argentina.

German shipbuilders believe that if only they can survive the next two or three years, until the hoped-for business of replacing current merchant fleets materialises, they will be in a position to reap the benefits of the big rationalisation and re-equipment programmes of the mid-1970s.

These saw the Bremen yards, among others, fit themselves out to build the high-value, special-purpose vessels whose sophisticated needs cannot yet be met by the newer shipbuilding nations. For the time being, even these—liquid carriers,

roll on/roll off ships—are hardly in any greater demand than oil tankers, Bremen shipbuilders say. For several types, there is even over-supply.

Last January, as part of an effort to help the shipbuilding industry through several years that are likely to be even leaner than those it has just endured, the Bonn Government and the four coastal states, including Bremen, agreed on a DM 600m programme spread over the period 1979-81.

The programme has been politely welcomed by the industry, and has been described by Federal and State politicians alike as a first step towards helping the industry to "restructure".

Privately neither side believes it is extensive enough to have much impact on the industry's fortunes, even once it is enacted.

The subsidies to be paid will amount to between 7.5 and 10 per cent (according to the year) of each order placed with a German shipyard for a high technology vessel. There is also to be an interest-free loan facility for German shipowners to encourage them to modernise their fleets by placing orders with German yards, as well as a special pool of guaranteed finance to help shipping lines with liquidity problems.

Some German shipping men complain that these proposals, while much more modest in scope than in massive financial subsidies being pumped into the British, French or Swedish yards, are under unfair attack abroad—even though the OECD credit guidelines are felt to be rapidly crumbling.

The Federal Government in Bonn, at least, does not see its programme as comparable in its scope or in its aims to the efforts of other West European countries, some of which are so generous as to constitute a rebate of no less than 50 per cent of a ship's price, according to the Bremer Vulkan board's report.

What Bonn wants, and has persuaded the coastal states to agree to, is a further slimming down of the industry, whose labour force has already dropped from 85,000 in 1960 to only 65,000, with the number of yards dropping from 64 to 45 in the same period.

The shipbuilding industry's own federation has already projected that a further 8,000 jobs are likely to vanish by the end of next year.

For Bremen, shipbuilding is the largest single industrial sector, accounting for 14.6 per cent of the city state's industrial production and 21 per cent of its industrial jobs. In 1977 (the last year for which statistics are available), when subcontractors, equipment suppliers and services are included, the true dependence of the local industrial economy on the shipyards is even greater.

That the glib phrase "restructuring" means for Bremen in practice is that a considerable proportion of the industry could find itself without work.

Both the shipbuilders themselves and the Bremen Government hope it will not come to that. The city state has a (by German standards) left-wing Social Democratic faction that is urging the Government of Herr Hans Koschnick to take majority holdings in some of the yards for as long as they appear threatened by crisis, as a guarantee against redundancies.

Meantime, some of the yards themselves have been able to expand their non-shipbuilding work, while others such as A.G. Weser have even experimented with "leasing" out their skilled workers to motor and engineering companies in the hope that one day there will be enough work in shipbuilding again for them to come back.

...but the port flourishes

ON PRESENT expectations, the Bremen ports—Bremen itself and Bremerhaven—should see their total traffic this year recover to over 26m tonnes. Even if 1979 does not quite match the record 26.5m tonnes which the ports achieved in 1974. Last year's 24.5m tonnes already marked a substantial improvement from 1977's more than disappointing 22.9m tonnes, the lowest figure since the 1960s.

Bremen/Bremerhaven as a port complex is obviously dependent as much as any of its rivals on the vulnerable world trade outlook, and these recent fluctuations in its traffic are more a reflection of a faltering world economy and of the currency instability of recent years than of any more local factor.

Besides their effect on traffic, however, these external factors have also had an impact on the policies of those responsible for the ports—the senator for ports, shipping and transport, Herr Oswald Brinkmann, and the Bremer Lagerhaus Gesellschaft, the company which runs the ports and their services. As Herr Brinkmann remarked in a recent speech, recession has sharpened the competition, not only from other North Sea ports such as Hamburg, Rotterdam, Antwerp and Le Havre, but from the Mediterranean and Baltic ports and from new over-seas routes from these to Bremen's traditional hinterland.

Bremen's response has been to intensify the policy it has followed since the mid-1960s of carrying out the investments needed to keep ahead of its rivals and to give full play to the advantages it has enjoyed over the centuries.

According to Herr Brinkmann, cumulative investment by the city state in its ports since 1966 (when the first container ship steamed up the Weser) has amounted to well over DM 600m. Two major projects being completed this year will have cost DM 250m between them. These are the so-called Neustaedter docks, a modern

general cargo terminal on the left bank of the Weser in the port of Bremen itself, which was officially opened on May 11, and the southern extension of the Bremerhaven container terminal, expected to receive its first vessels next month.

In the view both of Herr Brinkmann and of the BLG, the city state will have to find a further DM 300m within the next few years to finance a second extension of the Bremerhaven container facility to the north or down-river from the existing terminal. This project would add a further 800,000 sq metres to the 1m sq metres of the terminal, and would give still more direct access to the outer Weser estuary and to the North Sea for fully-laden "third generation" container carriers.

The sums involved in these ambitious plans are daunting by most standards, and especially by those of a city state whose total budget is not much above the DM 4bn mark, whose involvement in troubled sectors such as shipbuilding and aerospace is already high, and where the high level of deficit spending has become a sensitive political issue.

At the end of the day, however, it will be surprising if the BLG and the ports senator do not get their way over construction of the northward extension of the Bremerhaven terminal. For the port is not only Bremen's biggest employer by far, with a total of perhaps 120,000 jobs directly and indirectly dependent on its fortunes; still more important, it is efficient and has a proven record of seeking out new business by timely investment in innovation. There is no more vital area for the city state to invest in than the sector to which it owes its entire history and its livelihood.

Bremen can claim not only to have West Germany's biggest container terminal at Bremerhaven. It can also point to a very early realisation of the full significance of containerisation for the international shipping

business. Last year, container traffic through Bremen/Bremerhaven rose by 13.6 per cent—nearly twice as fast as the total traffic for the port—to 4.5m tonnes.

Already containerised cargo accounts for one-third of the port's general cargo total. By the mid-1980s, the BLG expects the figure to be more than half of the total. Even this could well prove a conservative estimate, for, as BLG executives confess, the container revolution has come about even more rapidly than most transport experts believed it would, while the pressures on shipowners, shippers and forwarders to reduce handling time and labour costs are stronger than ever.

Specialist

Bremen, although it had oil imports last year of 3.1m tonnes and iron ore imports for the Kloeckner works in the city of 2.8m tonnes, has chosen to remain a specialist in general cargoes until very recently. These have included cotton, wool, tobacco, coffee and other raw materials so far little affected by containerisation, whether because they could not be stored properly or because in many cases they are shipped from developing countries not yet equipped with container handling facilities at their own ports.

Bremen port planners believe this could change very quickly. Already containers with built-in cooling plants and air conditioners exist for the meat trade, and the port authorities assume it may be only a matter of time before other trades where Bremen is a European leader, such as fruit or coffee, follow a similar pattern. When they do, Bremen will be ready.

In the meantime, Bremen and Bremerhaven have also taken the initiative in several other areas. Roll-on/roll-off traffic between North Germany and Scandinavia as well as Britain has grown steadily, rising by

some 8 per cent from 1977 to 1978 to around 600,000 tonnes. LASH traffic through Bremerhaven and the North American ports was down by 12,000 tonnes last year but nonetheless amounted to some 440,000 tonnes.

Beyond these integrated systems the Bremen ports have sought out a new speciality in the form of motor vehicles imports and exports. Long a leading exporter for West German manufacturers, the purpose-built facilities at Bremerhaven have more recently become the bridgehead for much of the growing volume of imports of Japanese cars into Europe—a development that may have the European motor industry running scared but which has now given Bremen the chance to earn a better rate of return on its investment.

Another conventional or non-integrated freight handling, the port also continues to ensure that facilities remain among the most modern anywhere. Grain handling, new citrus fruit unloading and storage sheds and heavy goods berths are among the special areas where the BLG can point to recent new investments.

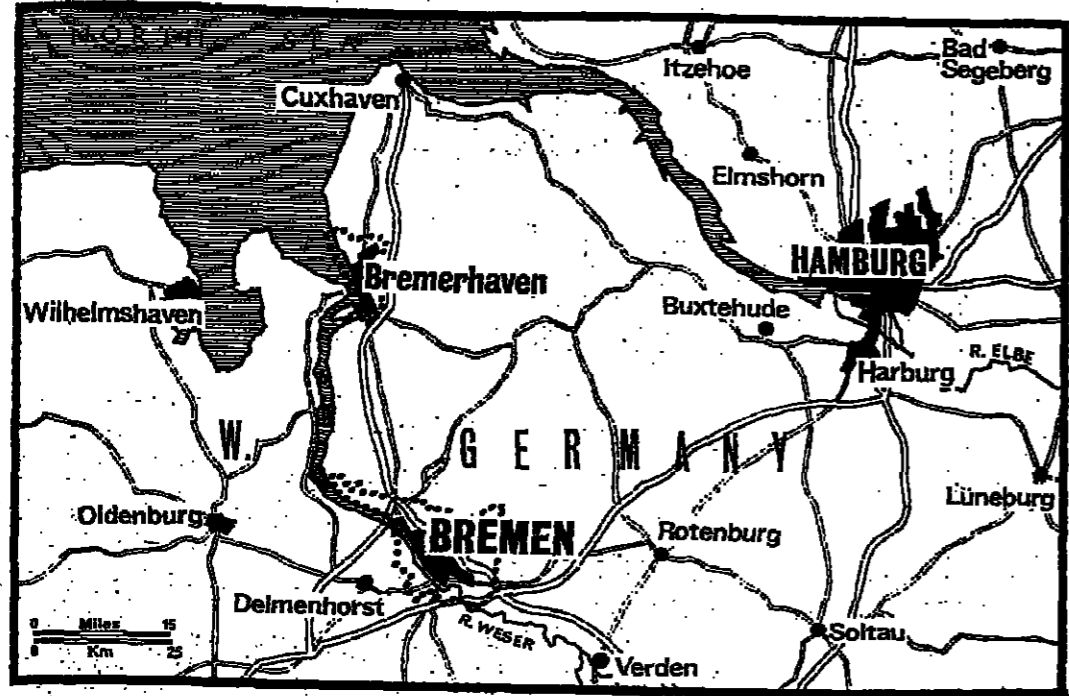
Yet the search for new business goes on. The BLG, a public company in which the city state's government has a majority of the shares, has recently formed a subsidiary to market its own expertise elsewhere in the world, such as the sophisticated computer control system of the Bremerhaven container terminal.

Another speciality which the port company intends to develop is the assembly before shipping of large, complex items of equipment such as power station machinery or steel plant of the kind that is often produced by consortia of German industrial companies. The BLG is giving thought to providing special facilities for this business as one more of the services it offers to its customers.

J.P. 10/50

Handwritten note: Jap. 11.10.1979

Help for industry



IF THE Hanseatic tradition calls one activity to mind, it is perhaps trade. Bremen, in common with other member cities of the formidable Hanseatic League, grew and prospered as a trading centre, and the city's harbour and transport network is still the key to its economy. As a proportion of total economic activity, the Bremen and Bremerhaven ports remain the largest single employers, accounting for perhaps one job in three directly and indirectly. If anything, this international role as harbour and international trading nerve centre for much of German, and indeed Central Europe, is growing stronger. Vast new investment is planned at Bremen and Bremerhaven to ensure for the ports an efficient and economically solid future, while the city's state motorway connections have also recently been strengthened.

Yet Bremen's economy has never consisted of its ports alone. There have long been other activities and services which owe their origins and their expertise to seafaring and trade—merchants and commodity brokers (including cotton, wool and tobacco markets), warehouses and forwarding companies. Alongside these have developed banking houses, specialised insurance institutions and financial services, many of them catering to the shipping and trading community, not only in Germany but worldwide.

And not least, Bremen, as a regional centre for much of the surrounding area of Lower Saxony, offers the range of wholesale and retail trading and distribution services that might be expected from a sophisticated and cosmopolitan city.

Central as all these activities are to Bremen and to its enviable position as second richest (after Hamburg) among the German federal states in gross domestic product per head, they belie the extent to which the local economy has come to depend on manufacturing industry. In contrast to many large cities in Germany, Bremen's manufacturing sector is a greater proportion of its

domestic product now than it was 25 years ago, even if it has grown less fast than the services sector.

It is the city state's misfortune at present that several of its key industries have simultaneously found themselves in deep trouble. Steel, where Bremen can boast one of the most modern works in Germany, served by direct access to the Bremerhaven iron ore terminal, is in its fourth year of worldwide crisis. The Kloeckner works is finding itself held down by the European Commission quota system to rates of production too low to make efficient use of its blast furnaces. The first signs of a healthier trend in world steel markets have not yet significantly changed the outlook for the industry in West Germany, although Bremen officials are hopeful that employment prospects for the steel sector locally will improve.

Guarantees

The aerospace industry, for which the Bremen state government was obliged to put up DM 48m in guarantees in late 1977, has been set on a firmer base with the financial restructuring of VFW-Fokker. With a long list of customers for the European A300/310 Airbus programme, Bremen's senator for economic affairs, Herr Dieter Tiedemann, says that the industry is "past the worst." The same cannot yet be said for the hard-hit shipbuilding sector, or for the deep-sea fishing industry based at Bremerhaven.

Between them, these four hard-pressed sectors account for some 45 per cent of Bremen's industrial jobs. Their current difficulties do much to explain an unemployment rate in the city state that is, at 5.1 per cent, 1.3 per cent above the average for West Germany as a whole. Nor does it come as a surprise that the most recent survey of local business opinion by the Bremen Chamber of Commerce shows a marked divergence from the overall national mood of confidence revealed by the monthly IFO-Institute poll. The Bremen chamber's questionnaire showed a significant rise,

from 39 to 45 per cent, in the number of businessmen considering the outlook bad, while only 12 per cent were willing to describe it as good.

There were wry smiles among Bremen bankers in late March when the Bundesbank increased its discount and Lombard rates as what is president, Dr. Otmar Emminger, described at the time as "alarm bell number one" to warn the German business and financial community of the risk of renewed inflation later this year. To many in Bremen, the danger must seem a remote one, and Dr. Kurt Nemitz, president of the Bremen state central bank, is widely thought to have put up a strong case at the Frankfurt Central Bank Council meeting against prematurely squelching a recovery that, in much of North Germany besides Bremen, has yet to come into full effect.

The Bremen Government's response to what is at bottom a structural, rather than a cyclical, economic problem has been three-fold. It has taken a leading part, through the joint working group of economics ministers of the four coastal states and the Federal Government, in pressing for regional solutions to the common difficulties of the North German economic structure. It has also, encouraged by strong feelings on the Left of the Social Democratic Party and in the trade unions, intervened in VFW-Fokker as a guarantee of local employment, and it may do the same in other sectors. Finally, it has set up a new and vigorous programme to attract fresh industrial investment.

On the first count, Herr Tiedemann as current chairman of the joint working group is satisfied that the four coastal states and the Bonn Government have, since the beginning of this year, combined their efforts to help shipbuilding and fishing. In the first case, a DM660m subsidy programme to allow the yards to make their terms more attractive was jointly thrashed out, with Bonn paying two-thirds and each state government one-third of the cost over three years. Fishing is a matter for discussion

in Brussels rather than Bonn. But here, too, the states concerned have made their collective voice felt. Beyond these two specific problems, the group has reached an understanding on subsidy terms, intended to stop ruinous competition among the four states. And for the future, it is hoped to co-ordinate better the region's approach to communications, energy and major scientific and technological research projects.

Active

In the shorter term, however, Bremen has felt forced to take more active steps to protect jobs at home. In addition to its purchase of an indirect stake in VFW-Fokker as a means of safeguarding Bremen's interests when the company is finally merged with Messerschmitt-Boelkow-Blom of Bavaria, the city state's government is under great pressure to take up stakes in one or more of the shipyards. Both Herr Tiedemann and his more left-wing colleague Herr Scherf, the senator for finance, insist that if Bremen is obliged to put up more money to help the industry survive, it will in return want to have a say in how the money is used. That does not mean a permanent nationalisation, but a more limited operation that would both help the shipbuilding industry through a painful contraction, and it is hoped, ensure a sounder future for what survives. As it is, some 5,000 out of 21,000 jobs in Bremen's shipyards are likely to have disappeared between 1977 and 1982.

Measured by the rough arithmetic of job totals, intervention by the Bremen government in the shipbuilding industry would be essentially a protective measure. Yet most economists agree that the city state needs to provide at least 30,000 new jobs by about the mid-1980s. It is here that the third element in Bremen's economic policy, its programme to attract new industry, may now be coming into its own. Earlier this spring the city state scored a triumph of the kind that most industrial development authorities can

only dream about, when it agreed on terms under which Daimler-Benz would invest around DM1bn to enlarge and expand its plant in Bremen. Much was at stake for the Bremen authorities—Herr Tiedemann, Herr Scherf and the man directly in charge of attracting new industry, Herr Hans-Bernd Giesler. Winning a major investment by such a blue ribbon company would be Bremen's best advertisement to other potential new arrivals. Moreover, in addition to the 2,000 jobs expected to be created, the city hopes for a substantial "ripple" effect that will bring in fresh component companies, while it would also give Bremen a strong appeal for other motor manufacturers—for example, the Japanese companies, which already use the port as a major import and distribution centre in Europe.

On the other hand, Daimler-Benz could not fail to realise that Bremen, once interested, would offer almost any terms it could to secure the deal. The company had let it be known that, should it not secure the financial assistance it sought for the new investment, it might consider closing down the existing Bremen works. This was taken over from Hanomag-Henschel in the 1960s, and currently employs some 4,000 men to build the new Mercedes station wagon and a range of small vans. Daimler-Benz was also engaged in talks with several other German cities no less anxious to attract it.

Bremen bought the business dearly, with contributions in the form of roads, infrastructure, land acquisition and the like that will probably add up to something between DM 1.8bn and DM 2m. To a city state with a high debt ratio already, such sums are not easy to justify. Yet there is little real political argument over the Daimler-Benz affair. Bremen had no alternative but to agree if it wanted an investment which it believes will not only give rise directly and indirectly to over 15,000 jobs over the next decade, but will be its best advertisement to the outside world as a centre of modern industrial growth.

The A300 Airbus is proving a commercial success and has assured work for some years to come

Aerospace merger still awaited

ALTHOUGH AEROSPACE ranks relatively low down the list of Bremen's industries in terms of the number of people it employs, it occupies a special place in local esteem. For it is the most important and most conspicuous among the high technology sectors represented in the city state, and perhaps the one that comes closest to embodying Bremen economy. It is no grey-matter capital of the north in industrial terms as well as in its range of scientific institutes and laboratories.

Only a year ago, aerospace would have had to be counted among the all too many threatened sectors of the Bremen economy. It is no longer so. Vereinigte Flugtechnische Werke-Fokker, the West German arm of the German-Dutch group, has no longer to fear for its very existence; the long, losing financial battle to save the short-haul VFW 614 jet airliner was resolved in late 1977 with the project's cancellation. In return, the federal Government in Bonn and the Bremen state government stepped in with a large package of subsidies, credits and loan guarantees. Since then, the growing commercial success of the European Airbus has assured the company of work for years to come.

Alongside VFW-Fokker's main premises, moreover, is the headquarters of a unique subsidiary, ERNO Raumfahrt-technik, prime contractor to the European Space Agency for development of Spacelab. This programme, which constitutes Europe's collective acceptance of the U.S. invitation to participate in putting to use the Americans' many years of manned space flight experience, is associated with the space shuttle. Spacelab has had its own problems, yet to a great extent it has been built on time and within budget, and promises to be ready before the shuttle itself.

ERNO's activities include a range of satellite projects for research and telecommunications as well as work on the Europa I and II launcher systems, and more recently, in number of successful applications of aerospace technology to marine environment. Yet Spacelab remains its largest single project, and here it has been the responsibility of the Bremen company to assemble and co-ordinate the parts made in 11 different European countries. Beyond this, ERNO is

also taking the lead among European companies involved in the Spacelab venture in trying to organise a series of continuing tasks for operational missions. It has completed a so-called payload integration centre, intended to help industrial users of Spacelab to integrate their experiments or tasks as inexpensively as possible into the exotic and work conditions which Spacelab will make available. Much will also depend on whether the European contractors receive from NASA the contract for a second Spacelab which they have long been looking forward to.

Workload

Despite the relatively good workload in hand at both ERNO and VFW-Fokker itself, a question mark still hangs over the group's future: how long must it wait for the eventual merger with Messerschmitt-Boelkow-Blom? The West German Government has for the past two or three years been trying to push the two groups together in order to match the examples of France and Britain, each of which has brought its major aerospace companies together under a single roof. There is an important difference, however, in Bonn's plans, in that it has no wish to nationalise the industry, and indeed would like to see the present holdings of state governments in aerospace sold off to private interests.

A price is, however, being paid for this attachment to free market virtues in the form of the seemingly endless delay before the merger goes ahead. In Bremen, there is undisguised impatience. In early February, the Chairman of the VFW general works council, Herr Erwin Hilbrink, made common cause with his opposite number at MBB in Bavaria, Herr Alois Schwarz, to fire off a demand to the Bonn Government both to speed things up and to guarantee that both companies would have an adequate amount of work in the future.

Executives in Bremen are no less anxious. Yet the decision is out of their hands. First, there is as yet no final scheme for separating the Dutch Fokker side from the German VFW half of the group, although it is now considered in Germany that this is an essential first step. Nor is there agreement among

either MBB or VFW shareholders on the size of the stakes in the joint company once it is formed, or on which among the present shareholders should in future have its own seat on the new group's supervisory board, where major investment and personnel decisions are made.

The Bremen Government, following the examples of Bavaria and Hamburg, which have long had stakes in MBB, has felt obliged to take a hand in this protracted manoeuvring. Last year it acquired control of a holding company, which in turn owns a blocking 26 per cent minority share in the German side of VFW-Fokker. There is some difference of opinion within the Government and within the Bremen SPD about the purpose and duration of this exercise. Many on the left of the party, with the support of the local unions, want to see a permanent Bremen stake in the merged company, believing it to be Bremen's best guarantee against redundancies and its best way of ensuring that VFW gets a fair share of future military as well as civil work. North Germany has long felt itself disadvantaged compared to Bavaria and has sought to redress the balance. Yet old rivalries prevent Bremen from leaving this role to Hamburg.

In seeking to cut this knot of conflicting interests, Herr Martin Gruener, the Bonn Government's co-ordinator for the Industry and Economics Ministry state secretary, has recently shown signs of using the one means available to him to put pressure on the industry—money. The Government is not only VFW-Fokker's guarantor and creditor. It also has to approve the release of funds for the Airbus programme, batch by batch, and has in recent weeks been making not-so-veiled hints that these may not be automatically forthcoming unless there is some convincing progress on the merger front.

For VFW itself, the pressure is likely to be uncomfortable. The company is already financially stretched and is finding it hard to commit the funds it would like to for investment in the tooling and plant it will need in the future. For all concerned in Bremen, the merger with MBB is no longer something to be put off, as VFW executives once hoped, but an inevitability that the company would like to see put into effect as soon as possible.

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Table of Engineering Stocks with columns for Stock, Price, Div. Yield, and other financial metrics.

INDUSTRIALS (Miscel)

Table of Industrial Stocks (Miscellaneous) with columns for Stock, Price, Div. Yield, and other financial metrics.

FOOD, GROCERIES, ETC.

Table of Food, Groceries, etc. Stocks with columns for Stock, Price, Div. Yield, and other financial metrics.

ENGINEERING MACHINE TOOLS

Table of Engineering Machine Tools with columns for Stock, Price, Div. Yield, and other financial metrics.

FOOD, GROCERIES, ETC.

Table of Food, Groceries, etc. Stocks (Continued) with columns for Stock, Price, Div. Yield, and other financial metrics.

FOOD, GROCERIES, ETC.

Table of Food, Groceries, etc. Stocks (Continued) with columns for Stock, Price, Div. Yield, and other financial metrics.

Table of Food, Groceries, etc. Stocks (Continued) with columns for Stock, Price, Div. Yield, and other financial metrics.

HOTELS AND CATERERS

Table of Hotels and Caterers with columns for Stock, Price, Div. Yield, and other financial metrics.

INDUSTRIALS (Miscel)

Table of Industrial Stocks (Miscellaneous) with columns for Stock, Price, Div. Yield, and other financial metrics.

INDUSTRIALS (Miscel)

Table of Industrial Stocks (Miscellaneous) with columns for Stock, Price, Div. Yield, and other financial metrics.

INDUSTRIALS (Miscel)

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INDUSTRIALS (Miscel)

Table of Industrial Stocks (Miscellaneous) with columns for Stock, Price, Div. Yield, and other financial metrics.



INDUSTRIALS—Continued

Table of industrial stocks including companies like British Petroleum, Shell, and ICI, with columns for stock name, price, and other financial metrics.

INSURANCE—Continued

Table of insurance stocks such as Royal Indemnity, Commercial Union Assurance, and others.

PROPERTY—Continued

Table of property-related stocks including various real estate and construction companies.

INVESTMENT TRUSTS—Cont.

Table of investment trusts such as British American Investment Trust and others.

FINANCE, LAND—Continued

Table of finance and land-related stocks including various banks and financial institutions.

Advertisement for Stewart Wrightson International Insurance Brokers for USA & Canada, featuring a logo and contact information.

MINES—Continued

Table of mining stocks including Anglo American, De Beers, and others.

TINS

Table of tin stocks such as Anglo Tin Mines and others.

COPPER

Table of copper stocks including Anglo American and others.

MISCELLANEOUS

Table of miscellaneous stocks including various international and specialty shares.

NOTES

Notes section providing additional information and disclaimers regarding the stock data.

LEISURE

Table of leisure-related stocks such as British Airways and others.

MOTORS, AIRCRAFT TRADES

Table of motor and aircraft trade stocks including various automotive and aerospace companies.

Components

Table of component stocks such as various electronic and mechanical parts manufacturers.

Garages and Distributors

Table of garage and distributor stocks including various retail and service companies.

NEWSPAPERS, PUBLISHERS

Table of newspaper and publisher stocks such as News International and others.

PAPER, PRINTING ADVERTISING

Table of paper, printing, and advertising stocks including various media and service companies.

SHIPPING

Table of shipping stocks such as various maritime and logistics companies.

SHOES AND LEATHER

Table of shoe and leather stocks including various footwear manufacturers.

SOUTH AFRICANS

Table of South African stocks including various local companies.

TEXTILES

Table of textile stocks such as various clothing and fabric manufacturers.

TOBACCO

Table of tobacco stocks including various tobacco companies.

TRUSTS, FINANCE, LAND

Table of trusts, finance, and land-related stocks including various investment and service companies.

OVERSEAS TRADERS

Table of overseas trader stocks such as various international trade companies.

RUBBERS AND SISALS

Table of rubber and sisal stocks including various commodity and agricultural companies.

TEAS

Table of tea stocks such as various tea plantation and trading companies.

INDIA AND BANGLADESH

Table of Indian and Bangladeshi stocks including various companies from these regions.

SRI LANKA

Table of Sri Lankan stocks including various local companies.

AFRICA

Table of African stocks including various companies from different African countries.

INDIA AND BANGLADESH

Table of Indian and Bangladeshi stocks (continued).

SRI LANKA

Table of Sri Lankan stocks (continued).

AFRICA

Table of African stocks (continued).

MINES

Table of mining stocks (continued).

CENTRAL RAND

Table of Central Rand mining stocks.

EASTERN RAND

Table of Eastern Rand mining stocks.

FAR WEST RAND

Table of Far West Rand mining stocks.

GOLDS EX-\$ PREMIUM

Table of gold stocks including various gold mining companies.

NOTES

Notes section providing additional information and disclaimers regarding the stock data.

MINES

Table of mining stocks (continued).

CENTRAL RAND

Table of Central Rand mining stocks (continued).

EASTERN RAND

Table of Eastern Rand mining stocks (continued).

FAR WEST RAND

Table of Far West Rand mining stocks (continued).

REGIONAL MARKETS

Table of regional market data including various international and specialty shares.

DIAMOND AND PLATINUM

Table of diamond and platinum stocks including various commodity and mining companies.

CENTRAL AFRICAN

Table of Central African stocks including various companies from the region.

